# Board of Trade Journal

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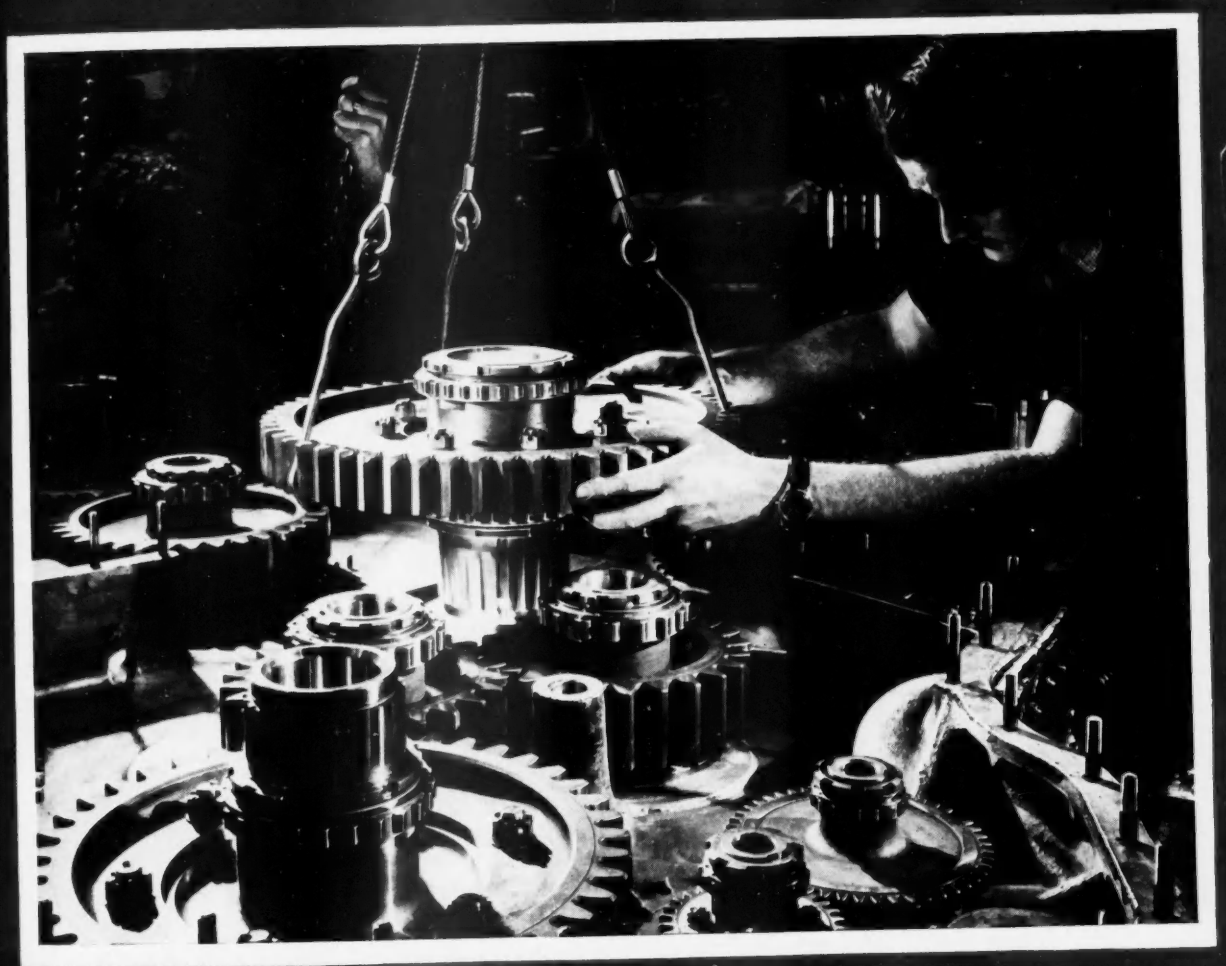

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# Board of Trade Journal

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## *Front cover photograph*

Centre gear of the phasing gear train of Napier Deltic diesel engine being lowered into position. Hoffmann bearings are used in all major assemblies in the Deltic, which has 18 cylinders arranged in a triangular formation comprising three banks of six cylinders. Three crankshafts are fitted, one at each corner of the triangle, and the phasing gear train couples these crankshafts to the single centre gear shown being fitted. Napier Deltic engines are exported to several countries.


*SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS*

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**Subscriptions and sales inquiries** should be addressed to the publishers at any of the above addresses.

**Editorial Communications** should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654.)



*The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.*

**Advertisements.** Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147.) Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Fldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718.)

*The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.*

**Reprints of articles.** Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

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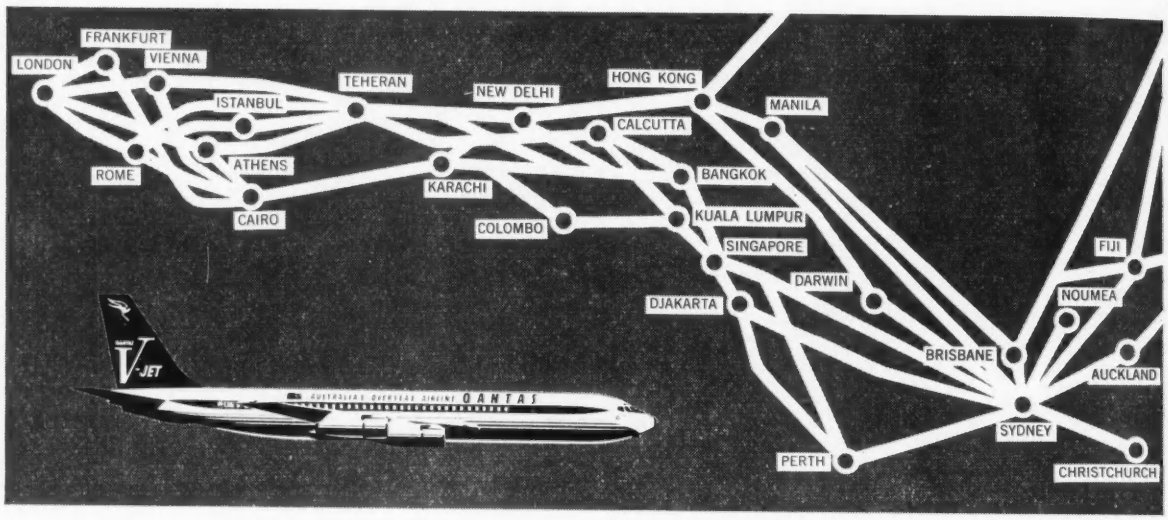


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# Advertising in the Soviet Union

ADVERTISING HAS LESS significance in the Soviet Union than in market economy countries since all Soviet imports are planned by the State and the business is transacted by State trading corporations. There are no private firms, and it is not possible to appoint an agent.

It is also important to bear in mind that by far the largest part of Soviet purchases from this country consist of plant, machinery, industrial equipment and manufacturers' materials, and it is principally to traders in these fields that this guidance on advertising is addressed. Soviet purchases of consumer goods, although increasing and apparently likely to increase substantially in the future, are by comparison much smaller; in any event, the value of advertising as a means of creating effective demand for imports of consumer goods is doubtful at this stage.

## Recent developments

The effectiveness of advertising in the Soviet Union and the part it can play in a firm's export promotion effort are questions which it is useful to review from time to time, especially since there can be genuine differences of opinion about its importance. Moreover, since the last article on advertising in the Soviet Union appeared in the *Board of Trade Journal* two years ago (on March 26, 1965), there have been developments within the Soviet Union which call for a re-examination of the situation.

One of these developments is the economic reforms first announced by the Soviet authorities in September 1965 under which factory managers were given greater independence and correspondingly charged with more responsibility for achieving success in increased sales and profits. The new system is gradually getting under way, but it is still only in its formative stages, and there is little information available about the extent to which the new central Ministries will allow the regions and enterprises to operate on their own initiative. Until a greater proportion of Soviet industry has adopted the measures it is impossible to assess the likely overall effects of the economic reforms on foreign trade.

Another development is the exhortation by the Soviet Prime Minister in April 1966 that the foreign trade organizations and factory managers shou'd pay more attention to the advantages which foreign trade could offer the Soviet economy. Within the Soviet system of planning the individual manufacturing enterprises contribute a great deal to the process of consultation. It is possible that these end-users, as well as research institutes and technical committees, can influence purchases abroad if their priority is sufficient and the necessary foreign exchange is available. In this connection it is relevant to recall that the Soviet trade representative in London has stated publicly that advertising 'helps to inform executives, managers, chief technicians in factories and other end-user organizations throughout the USSR.'

There are several ways in which advertisements can be circulated in the Soviet Union. There are many Soviet official technical journals, each of which specializes in a particular field and is read regularly by the people concerned with the industry. Each, therefore, provides a suitable medium for advertisers of goods for the industry concerned. *Ekonomicheskaya Gazeta* is widely read by Soviet administrators. Vneshtorgreklama, the Soviet organization which is responsible for handling all advertising for foreign trade, publishes its own journal, *Foreign Export Products* (also called *Foreign Firms Offer*). It should be noted, however, that apart from the fact that this journal is published only three or four times a year, each issue covers only one country at a time. Another useful journal is the *Bulletin of Foreign Commercial Information* (BIKI), published three times a week. Copies of these publications can be seen at the Board of Trade Market Intelligence and Statistics Library, Hillgate House, 35 Old Bailey, London, E.C.4. The sole representatives in the United Kingdom for Vneshtorgreklama and for all Soviet publications are Publicity Representatives Ltd., 1-2 Rutland Gardens, Knightsbridge, London, S.W.7.

It is also possible for British exporters to advertise in *British Industry and Engineering*. This is a British journal in the Russian language circulating widely to factories, technical organizations and trading corporations. It is understood that articles from this journal are quoted in the Russian technical press, and that inquiries from the Soviet Union have been received by the editor, who, after translation, has passed them on to the firms concerned. *British Industry and Engineering* is published six times a year by British Industrial Publicity Overseas Ltd., Walter House, Bedford Street, London, W.C.2.

It might also be mentioned that other available advertising media include Soviet television and radio, cinema screens, billboards, illuminated signs and window displays.

Advertisements for the Soviet Union should be strictly functional and contain sufficient technical data for a factory manager, who may be able to exert influence in the placing of an order, to decide for himself on the merits of a machine. Soviet executives, technicians and buyers may also wish to compare specifications with similar goods produced in their own or other countries. At the same time it should be remembered that requests from the USSR for further details of goods advertised do not necessarily indicate that orders are likely to follow.

Business is, of course, frequently done with the USSR without advertisement. It is open to any British company that wishes to trade with the USSR to get in touch direct with the appropriate trading organization in Moscow or with the Soviet trade delegation in London. Where a new or advanced product or process is involved, exports can also sometimes be promoted indirectly by sending technical information and descriptive literature to the State Committee for Science and Technology (11 Gorky Street, Moscow), one of whose functions is to collect and disseminate throughout Soviet industry domestic and foreign technological information. A useful method of bringing goods directly to the notice of the Soviet specialists concerned is for representatives of British firms visiting Moscow to give lectures or show films of technical interest; the foreign trade corporations can make the arrangements. Further advice is contained in 'Hints to Businessmen Visiting the Soviet Union', which is available free from the Board of Trade.

## Role of sales promotion

In general, however, advertisements in journals such as those mentioned above, can play a useful subsidiary role in sales promotion. Exporters who are considering advertising in journals circulating in the Soviet Union may find it useful to consult the Confederation of British Industry, 21 Tothill Street, London, S.W.1, the Russo-British Chamber of Commerce, 2 Lowndes Street, London, S.W.1, the Russian Section of the London Chamber of Commerce, 69 Cannon Street, London, E.C.4, or the Commercial Relations and Exports Department of the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2617 or 2616).

Inquiries on advertising in other Eastern European countries mal be made as follows: For Czechoslovakia and Rumania, Commercial Relations and Exports Department, Board of Trade, Ext. 2266; for Poland, East Germany, Hungary and Bulgaria, Ext. 2257.

## New president and deputy president of BEAMA

SIR ARNOLD HALL was elected president of the British Electrical and Allied Manufacturers' Association at a meeting of the Council of the Association in London on March 16. Mr. R. M. Fairfield, CBE, was elected deputy president.

Speaking at the Association's annual meeting on the same day, Lord Nelson of Stafford, the retiring president, set a target to double Britain's exports of electrical and allied equipment over the next 12 years. These exports totalled £406 million last year.

Referring first of all to the rise in electrical imports, Lord Nelson said it was important to put this position in true perspective. 'Britain is a great trading nation relying on the maximum flow of international trade. Our own industry sells to the world and certainly we would not seek to be unnecessarily restrictive or to encourage further trading barriers. We recognize that international trading must be reciprocal. We have fought long and hard for the removal of trade barriers wherever they appear.

'I think, therefore, it is right for us to concentrate on expanding our exports, setting our targets higher in order to maintain our share of an expanding world market. Our aim must be to maintain the present growth rate of 7 per cent per annum. This will not be easy but could be achievable provided the industry can participate to the full in those areas of special technological growth. If this can be achieved it would lead to a doubling of our present level of exports over the next 12 years. This is an important target and a great challenge to our industry in the face of intensive world competition today.'

Lord Nelson added that at the same time the industry would carefully analyse electrical imports into the country and examine the causes, not with a view to erecting artificial barriers, but rather to see where genuine opportunities exist for British industry to substitute British products on their own merits.

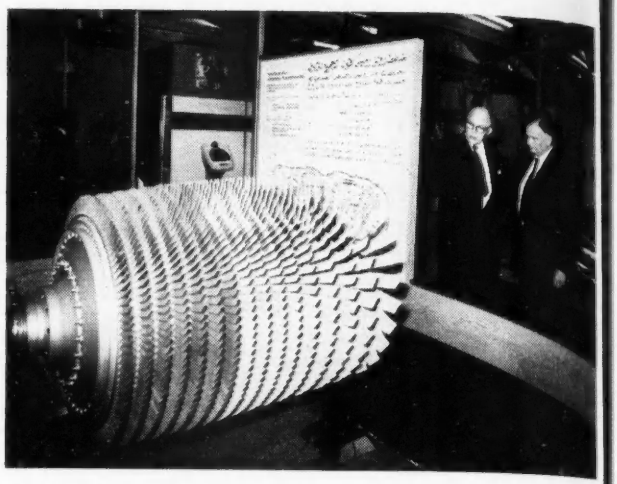
Lord Nelson said that the electrical industry had entered the most competitive period in its history. At home they had overcome for the first time since before the war the generating plant shortages arising from previous under-investment in electricity supply, and the industry as a whole was now able actively to promote and develop the uses of electricity and electrical equipment which were essential to the achievement of higher productivity and improved living standards. 'Overseas, in support of our export promotion, we must increase our efforts to make the world aware of the successes of British industry and we must harness all our resources in the field of export promotion, publicity and public relations to this end. There is a wide area for co-operative action in disseminating information about the achievements and resources of our industry in order to back up the individual export efforts of member companies, on whom the main responsibility must always rest for achieving a higher growth rate in exports.'

In a reference to the abandonment of the National Plan for a 4 per cent growth rate, Lord Nelson said that no new plan had yet been announced and much uncertainty still existed. 'I cannot emphasize too strongly how important it is to the nation, now that so much power is increasingly concentrated in Government hands, that national plans are soundly based as so many things stem from them. They can affect the soundness of our capital investment decisions, the proper utilization of our resources, our export and import performances, and ultimately the stability of employment of large bodies of people.'

## British business mission to Ghana

A SMALL MISSION of British businessmen, led by Mr. F. H. Tate, a vice-chairman of Tate & Lyle Limited, will be leaving for Ghana on April 3 for a visit of about a week.

The mission is being organized by the United Kingdom Committee of the Federation of Commonwealth Chambers of Commerce in conjunction with the Africa Committee of the British National Export Council and will be investigating the prospects for trade having regard to Ghana's present circumstances, her export position, import requirements and priorities and her needs for industrial and agricultural development.



*Lord Walston, Parliamentary Private Secretary to the President of the Board of Trade, toured the British Pavilion during the recent British Day at the Tripoli International Fair. He is seen here inspecting the rotating assembly of a Rolls-Royce Avon industrial gas turbine in company with Mr. R. R. Dickinson, senior sales engineer, Rolls-Royce Limited (left).*

## Marine equipment visit to Norway

EIGHT REPRESENTATIVES of the marine equipment industry made a promotional visit to Norway earlier this month under the auspices of the British Marine Equipment Council and with financial support from the British National Export Council. It is hoped that this visit, the first organized by the BMEC, will strengthen further the tradition of co-operation between British and Norwegian maritime interests. It embraced most of the principal maritime centres in Norway, including Stavanger, Bergen and Oslo. The visitors, led by Mr. S. G. Harris, sales director of Stone Manganese Marine Ltd., introduced Norwegian shipbuilders and shipowners to the work which the BMEC – launched last August to promote marine equipment sales all over the world – is doing to improve the efficiency and delivery dates of the industry.

## Australia Food Trade Mission

MR. W. JAMES EASTWOOD, leader of an eight-man food and drink trade mission to expand present British sales in Australia cabled from Melbourne on March 14 that the mission's task had been 'most successfully completed'. The mission, which started work on February 22 and ended on March 10, was jointly sponsored by the British Food Export Council and the British National Export Council.

Mr. Eastwood reported: 'Substantial sales have been made to the toughest grocery market in the world and real interest in speciality lines has been shown by all major supermarket chains. There is also a very good potential in New Guinea, hitherto a largely neglected market. Valuable television, radio and press publicity has been achieved and more is planned for several weeks ahead.'

## Government export publicity service

A NEW EDITION is now available of 'How you can use the Government Export Publicity Service' – the brochure which explains how the Central Office of Information can publicize British firms and their products.

The booklet explains how the COI, as the Government publicity agency, supplies the Overseas Information Services, which in turn reach many millions of people in most parts of the world. Acting on behalf of the Foreign Office, the Commonwealth Office and the Board of Trade, it employs every medium of publicity except paid advertising to maintain and increase Britain's industrial prestige abroad.

Copies of the booklet may be obtained from regional offices of the COI (addresses in February 24 issue, page 494).

## Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 7, 1967.

| Tariff heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 28.22 | γ-Manganese dioxide | Electrolytic manganese dioxide. | December 31, 1967 | 6952 |
| 29.02 | Methylnaphthalene, mixed isomers. | 1-Methyl naphthalene mixed isomers. | December 31, 1967 | 6999 |
| 29.13 | Benzil | As in previous column | December 31, 1967 | 5692 |
| 29.13 | Pentan-3-one | As in previous column | December 31, 1967 | 6115 |
| 29.26 | Nα-Benzoyl- DL -arginine 2-naphthylamide hydrochloride. | As in previous column | December 31, 1967 | 6983 |
| 29.43 | D-Erythrose | As in previous column | December 31, 1967 | 6986 |

NOTE: The following is a re-advertisement, under a revised definition, of an application published in the *Board of Trade Journal* of March 10, 1967 (page 628).

| Tariff heading | Revised definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 73.15 | Steel wire, containing not less than 0·60% by weight and not more than 0·90% by weight of total carbon, being not less than 300 microns and not more than 540 microns in diameter, and having a coating of copper of not less than 15 microns and not more than 40 microns in thickness. | Copperply spring wire | December 31, 1967 | 9538 |

## Notice to Importers No. 1184: imports of refined sugar

THE SIMPLIFIED licensing arrangements for imports of refined sugar, announced originally in Notice to Importers No. 1144 of March 12, 1966, are being continued once again on the same basis for the next six months. The validity of open individual licences (prefixed 'AS') is hereby extended from March 31, 1967, to September 30, 1967. (Licence documents should *not* be returned to the Board for amendment.)

These licences continue to serve also to clear any Negotiated Price Quota sugar which polarizes at more than 98 degrees and are valid for imports from all sources except Southern Rhodesia.

Licence-holders should continue to make regular monthly returns of quantities imported under their licences, by country of origin, they should reach the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1, *not later than the 10th of each month.*

### LETTERS TO THE EDITOR

*Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653/6) and not to Her Majesty's Stationery Office.*

## Application for temporary exemption from import duty of phthalic anhydride

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of phthalic anhydride on the grounds that supplies of this material from United Kingdom and Commonwealth sources are not substantial having regard to the existing United Kingdom demand.

Representations are invited from (i) manufacturers in this country or agents of Commonwealth manufacturers in this country who consider they are, or will be within a reasonable period in a position to supply this material to United Kingdom users, and (ii) users of the material who are also having difficulty in obtaining supplies. Users are asked to give full details of their monthly requirements for the remainder of this year and of the sources from which supplies are expected.

Interested parties should get into touch with the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2519 or 2516) not later than April 7, 1967.

## Notice to Importers No. 1183: imports of butter

AS ANNOUNCED by the President of the Board of Trade, the total of imports of butter to be authorized initially in the 12 months beginning April 1, 1967, will be 470,000. The basic quota will be approximately 440,000 tons and, in addition, 30,000 tons are being authorized for delivery in the period April-November from quota holding countries who expect to have butter available. The butter situation will be reviewed in the summer with the New Zealand and Australian Governments to enable the United Kingdom to determine whether any additional allocations, limited to 5,000 tons, should be issued. New Zealand and Australia, whose heaviest shipments arrive in the period December-March, would be given first opportunity to fill any allocations then issued in accordance with their entitlements to proportionate shares of total permitted imports.

Existing quotas will lapse to the extent that they remain unused by March 31, 1967. Save in special circumstances no licences expiring on March 31 will be extended and new licences will not be valid for use before April 1.

The basic quotas are listed below. For countries authorized to send additional quantities in the period April to November, the expected deliveries against basic quotas in that period are given in column 2. To the extent that actual deliveries in April to November fall short of the sum of columns 2 and 3 of the table the extra authorizations will lapse automatically at the end of November.

**For countries authorized to send extra quantities**

| Country | Basic quotas (tons) Col. 1 | Basic quantities for delivery April-Nov. (tons) Col. 2 | Extra quantities for delivery April-Nov. (tons) Col. 3 | Licensing arrangements |
|---|---|---|---|---|
| Argentina | 8,000 | — | — | Licences are issued in accordance with advice from the Argentine authorities. |
| Australia | 72,200 | — | — | All supplies are consigned to the Australian Dairy Produce Board (in London). |
| Austria | 1,830 | 1,000 | 825 | Open individual licences are held by importers nominated by the Austrian authorities (see also paragraph 6). Licences are valid only for consignments covered by certificates issued by the Oesterreichischer Molkerei und Kaesereiverband indicating that the butter so consigned forms part of the quota provided for Austrian butter exports to the United Kingdom. |
| Belgium | 215 | — | 200 | Applicants must produce a certificate of origin issued by the official Belgian Milk Marketing Board (Office National du Lait et de Ses Derives) and a copy of the invoice from the supplier. |
| Denmark | 98,420 | 66,000 | 6,000 | Licences are issued to regular importers of butter from Denmark, who should now make application to cover a further period. |
| Finland | 12,370 | 7,570 | 5,830 | Licences are issued in accordance with advice from the Finnish authorities. |

*(Continued on next page)*

## IMPORTS OF BUTTER, *continued*

**For countries authorized to send extra quantities.**

| Country | Basic quotas (tons) Col. 1 | Basic quantities for delivery April-Nov. (tons) Col. 2 | Extra quantities for delivery April-Nov. (tons) Col. 3 | Licensing arrangements |
|---|---|---|---|---|
| France | 2,580 | 1,580 | 4,100 | Applicants must produce invoices overstamped by the French Ministry of Agriculture. |
| Irish Republic | 26,000 | — | — | Open individual licences are held by importers of creamery butter nominated by the Irish authorities (see also paragraph 6). Such licences are valid only for consignments covered by certificates issued by An Bord Bainne (Irish Dairy Produce Board) indicating that the butter so consigned forms part of the quota provided for Irish butter exports to the United Kingdom. Specific licences will continue to be issued in respect of factory butter in accordance with advice from the Irish authorities. |
| Kenya | 300 | — | — | Licences are issued in accordance with advice from the Kenyan authorities. |
| Netherlands | 15,060 | 9,500 | 4,200 | Open individual licences are held by importers who trade regularly with the Netherlands (see also paragraph 6). Specific licences will be issued to cover occasional imports by other traders, subject to evidence of contract. All licences are valid only for consignments covered by certificates issued by the Netherlands Dairy Board (Produktschap voor Zuivel) indicating that the butter so consigned forms part of the quota provided for Netherlands butter exports to the United Kingdom. |
| New Zealand | 176,000 | — | — | All supplies are consigned to the New Zealand Dairy Production and Marketing Board (in London). |
| Norway | 1,830 | 1,000 | 825 | Open individual licences are held by importers nominated by the Norwegian authorities (see also paragraph 6). Licences are valid only for consignments covered by certificates by the Norwegian Dairies' Sales Association (Norske Meierirs Salgssentral) indicating that the butter so consigned forms part of the quota provided for Norwegian butter exports to the United Kingdom. |
| Sweden | 4,950 | — | 825 | Open individual licences are held by importers nominated by the Swedish authorities (see also paragraph 6). Licences are valid only for consignments covered by certificates issued by the Swedish Dairies Association (Svenska Mejerierna Riksforening U.P.A.) indicating that the butter so consigned forms part of the quota provided for Swedish butter exports to the United Kingdom. |
| Uruguay | 215 | — | 65 | Licences are issued in accordance with advice from the Uruguayan authorities. |
| Bulgaria | 805 | 405 | 500 | Applicants must produce quota certificates issued in London by the authorities of the respective countries indicating that allocations have been made to them against the quota concerned. |
| Hungary | 1,720 | 1,050 | 700 | |
| Poland | 17,210 | — | 1,800 | |
| Rumania | 325 | 200 | 4,100 | |
| China | £100,000 | — | — | Applicants for licences will be considered on the basis of evidence of firm offers and acceptances (see also paragraph 3 of Notice to Importers No. 1182). |

Applications should be made on form ILB/A and should be sent to the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1. *Applicants who wish to effect entry at more than one port should make out separate application forms for each port, indicating in a covering letter the proportions of their total allocation which they estimate will be required for each port.* Page 1 of the form should be completed and page 2 left blank; on page 3 and copies, the applicant's name and address, the description of goods (natural butter) and the country of origin and consignment should be entered.

**Butter fat, butter oil, etc.**

The arrangements for the import from all sources of resolidified butter ('beurre fondu'), dehydrated butter, butter fat and butter oil will continue on the same basis as hitherto, i.e. under open individual licences (see also below). Newcomers may obtain such licences subject to their giving undertakings to produce returns of actual imports against these licences; applications should be made on form ILB/A in the manner described above, except for the description of goods.

**Extension of validity of open individual licences**

The period of validity of all open individual licences mentioned in this notice, i.e. those in respect of natural butter imported from Austria, the Irish Republic, the Netherlands, Norway and Sweden and of butter fat, butter oil, etc. is hereby extended to March 31, 1968, but without prejudice to the Board's right to amend or revoke any import licence at any time. Licence documents need *not* be returned to the Board for amendment.

## *NCQR's first president speaks*

LORD KINGS NORTON, chairman of the Metal Box Co. Ltd., who recently accepted an invitation to be the first president of the six year old National Council for Quality and Reliability, was introduced to members by Dr. Jeremy Bray, Joint Parliamentary Secretary to the Ministry of Technology at a ceremony at the Institution of Electrical Engineers in London on March 17.

Speaking to the members, Lord Kings Norton said that we could take pride in the fact that, as the Prime Minister had said in his address to the Council of Europe at Strasbourg, we had much to offer Europe, particularly in the field of technology.

'However, unless our products are better than those of our competitors, the potential customers will not buy them,' he continued. 'Our objectives must be to establish quality and reliability standards for the markets in which we aim to succeed and to produce consistently to those standards. By so doing we can reduce costs, reduce prices, satisfy the customer and I hope increase rewards.

'Our success as a nation in raising the levels of QR is dependent on the wide dissemination of the relevant knowledge and experience collected from industry. NCQR provides the mechanism for this dissemination but it can only be successful if enough of us are willing to contribute our knowledge and experience to it.

'Already Government, as well as industry, looks to NCQR for advice in the field of new QR developments, as well as in the application of already fully developed systems and procedures.'

'Quality and Reliability Year is getting excellent support and we must not be deluded into thinking that next October something is coming to an end. Quality and Reliability Year is the start of something. Not the end. We shall make a vast amount of progress in the year, and at the end of it we shall, I hope, have involved a lot of people in new habits of mind and practice. We must go on from there because the task ahead will remain tremendous.

'As your president I see one of my functions being that of enlisting in our cause those who are responsible for taking decisions. This is management's function. Unless the right decisions are taken by the right people, all the technology in the world will have little chance of making its proper contribution to progress.

'In the end, of course, quality and reliability depend on people. I believe this country is rich in people of integrity and goodwill, people for whom quality and reliability are, or can readily become, matters of conscience. But the will to QR is not enough. Education and training in the techniques for achieving them are essential.

'In NCQR, with its council comprising major national bodies, its divisions representing industry in the very broadest sense, with the 98 local QR groups of the British Productivity Council now in process of becoming affiliated to NCQR. I believe we have machinery which can make a great contribution to justifying worldwide confidence in the theorem that British is best.'

## *Municipal productivity conference*

THE GREATER LONDON COUNCIL and the London Boroughs' Association held the first London local government productivity conference on March 20. About 390 delegates attended, including members and officers from the GLC, the London Boroughs' Association, the 32 London borough councils, and the City, and prominent trade union leaders. The conference examined modern methods of increasing productivity and considered ways and means of stimulating their use in local government. Mr. Anthony Greenwood, Minister of Housing and Local Government, was in the chair, and Mr. Michael Stewart opened the conference.

## *Sir Patrick Dean's industrial tour*

THE BRITISH AMBASSADOR to Washington, Sir Patrick Dean, has just completed a 10-day tour of Britain talking to top executives in industry about exporting to the United States. Within his limited but crowded programme the Ambassador has directed his efforts at the larger firms which are already established as exporters: these are the firms which, with additional support and advice, might well extend their operations in the United States, as its economy continues to absorb greater quantities of imports.

The Ambassador, accompanied by Mr. E. A. Midgley, the Minister (Commercial) designate in Washington; Mr. R. Arculus, Director of Trade Development, New York, and Mr. E. W. M. Magor from the Board of Trade, preceded his talks with top industrialists with calls on the Foreign Secretary, the President of the Board of Trade and Lord Brown, and meetings with the CBI and the BNEC Committee for Exports to the United States.

After several meetings in London, including talks with the Atomic Energy Authority and Sir Frank Kearton of Courtaulds, Sir Patrick, on March 15, visited firms in Scotland and was guest of honour at a lunch with the Glasgow Chamber of Commerce. In his speech to the Chamber the Ambassador praised the efforts of Scottish exporters, but emphasized that the United States market was a tough, if profitable, one and exporters should approach it professionally, i.e. attack the market with a good product, a competitive price and, of supreme importance, delivery on schedule.

The following day saw the Ambassador in the Midlands where he lunched with the Birmingham Chamber of Commerce. The Ambassador again emphasized the value of good delivery and advised exporters to see their market at first hand. On March 17 he was entertained by Rolls-Royce at Derby.

On March 20 and 21, under the auspices of the Minister of Defence, the Ambassador visited several firms interested in supplying defence equipment and discussed the opportunities and problems presented by the F111 Offset Agreement with United States. As part of this programme, the Ambassador attended the Electronic Engineering Association's luncheon on March 21.

Lady Dean, who travelled with Sir Patrick to London, also undertook several engagements including a visit to the Clothing Export Centre to see a collection of fashion goods arranged by the Clothing Export Council. Lady Dean has taken a very active interest in promoting British exports of clothing to the United States.

On the final days of the tour the Ambassador continued his round of visits to leading export firms and also called on the Minister of Technology.

## *British Commercial Representatives Overseas*

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on January 20, 1967:

| | |
|---|---|
| **GHANA** | *delete* 'Mr. S. J. Gross, Deputy High Commissioner' *substitute* Mr. A. H. Birch, Counsellor (Economic and Commercial) |
| **GUYANA** | *delete* 'Mr. A. S. Payne' *substitute* Mr. M. D. W. McCann |
| **MALAYSIA:** KUALA LUMPUR | *amend* the P.O. Box number to read . . . 577 |
| **SPAIN** | *delete* 'Mr. D. I. Dunnett, C.M.G., O.B.E.,' *substitute* Mr. M. H. M. Reid |

**OVERSEAS COMMERCIAL POSTS**

*Over* 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of January* 20 *issue.*


# The Board of Trade has just produced Two New Export Handbooks

## Together they give you 164 pages of information that every exporter should have

**Handbook No. 1**
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**This is a guide to the help exporters can get from the Government and other sources.**

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ADDRESS .....
(EH38)

## Removals from the Register of Restrictive Trading Agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register the following two agreements now subsisting between:

(i) the members of the Shirt, Collar and Tie Manufacturers' Federation who have agreed on delivery charges for small orders; and

(ii) the members of the Maltsters' Association of Great Britain, who are recommended to follow certain conditions and terms when purchasing barley for malting and for selling malt.

Section 12 of the 1956 Act provides that the Board of Trade may, upon representation from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board of Trade to be of no substantial economic significance.

Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate and this was done on March 16, 1967.

**Notes:**

A statement by Mr. George Darling, Minister of State, Board of Trade, reads as follows: 'Upon receiving representations from the Registrar of Restrictive Trading Agreements, the Board of Trade gave directions on March 15, 1967, that the following Agreements should be removed from the Register under section 12 of the Restrictive Trade Practices Act, 1956, on the grounds that they appear to be of no substantial economic significance. The Agreements in question are:

(i) between the members of the Shirt, Collar and Tie Manufacturers' Federation, who have agreed to make charges for delivery on all orders under the value of £10; and

(ii) between the members of the Maltsters' Association of Great Britain, who have agreed on the terms and conditions under which barley for malting should be bought and those under which malt should be sold.

Particulars of these Agreements are contained in the Register under Nos. 527 and 199 respectively.'

Eighty-eight directions have previously been issued by the Board of Trade. The most recent of these appeared in the *Board of Trade Journal* on February 10, 1967 (page 324).

## The Patents (Amendment) Rules 1967
## The Designs (Amendment) Rules 1967

THESE RULES, which came into force on March 22, 1967, exclude the Saturday before Whit Monday from the list of days on which no public business can be transacted at the Patent Office. Since, by the terms of the Royal Proclamation of July 28, 1966, Whit Monday is no longer a Bank Holiday, these Rules have been made so that the Saturday before Whit Monday shall be treated as an ordinary Saturday.

Copies of the new Rules (SI 1967 No. 392 and SI 1967 No. 393 respectively) may be obtained from the Sale Branch of the Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or from any branch of HMSO, price 3d. each, by post 6d. each.

*Following a long record of successful selling in West Africa, Vono Limited, the Tipton manufacturers of furniture and bedding, will feature in a programme on exports to be broadcast by the Hausa section of the BBC overseas service and heard in Africa. Mallam Inuwa Garba from Nigeria is seen here interviewing Mr. R. W. Bloore, sales director (left) and Mr. M. J. Watters, export sales manager (right).*

## Southern Rhodesia (Prohibited Trade and Dealings (Amendment) Order 1967)

THE COMMONWEALTH OFFICE has announced that the Southern Rhodesia (Prohibited Trade and Dealings (Amendment) Order 1967) which was made on March 15 and came into operation immediately, further amends the Southern Rhodesia (Prohibited Trade and Dealings) Order 1966 (SI 1966/1595).

It confers certain powers on the Secretary of State to prevent or restrict the transfer of the ownership of property overseas where such transfer might lead to a contravention or evasion of the Order of 1966 or of the Southern Rhodesian (Petroleum) Order 1965 (SI 1965/2140). The property in question is property, of any description, in which United Kingdom nationals and bodies corporate have such an interest, whether because they own it or otherwise, as would give them a say in whether the ownership of the property should be transferred.

The Order does not operate directly on the property overseas but operates instead on the persons subject to United Kingdom jurisdiction who have the specified interest in it. The Order empowers the Secretary of State, if he considers that the transfer of the ownership of the property (including any interest in or right over the property) might facilitate the contravention or evasion of the Order of 1966 or of the Southern Rhodesia (Petroleum) Order 1965, to give to any such person who has the necessary interest in it binding directions requiring him to take or to refrain from taking such action in relation to the property as may be specified in the directions. Failure to comply with such directions is an offence against the Order of 1966.

In exercise of the power conferred by this Order, the Secretary of State for Commonwealth Affairs on March 15 issued directions to Lonrho Limited. These directions were made to prevent Lonrho Limited, either directly or through its majority shareholding in CPMR (the Portuguese Company which owns the Beira/Feruka pipeline undertaking), from taking any steps which might lead to the sale of this strategic pipeline.

## Marine inquiry

THE BOARD OF TRADE have directed that a public formal investigation should be held into the circumstances of the stranding, on February 19, off the West Shetland Isle of Papa Stour, of the Aberdeen fishing vessel 'Juniper'.

The date and place of the public hearing will be announced in due course.

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# New Books

**These Canadians.** A Source book of Marketing and Socio-Economic Facts, by Nariman K. Dhalla. (754 pages. McGraw-Hill Publishing Company Inc., £6). This book provides a factual and analytical account of the marketing and socio-economic conditions in Canada. Using material from the 1961 Census and other official and business publications, the author, a new-Canadian and graduate of Columbia University, New York, now Marketing and Research Director of the J. Walter Thompson Co. Ltd., Toronto, brings together all the major facts about Canada's population and economy in one volume. The text is divided into three sections Part I (The Emerging Trends) deals with the emerging trends in Canadian society, particularly those related to population, income, education, family life, retailing and the labour force. Part II (The Canadian Mosaic) analyses in detail six aspects of the Canadian mosaic – sex, age, income, social status, ethnic origin and urban-rural residence. In Part III (Regional Analysis) the author carries the mosaic concept further by applying the analyses to the 64 fairly homogeneous economic regions into which the country can be divided. Each of the three parts is preceded by a short introduction suggesting marketing applications of the textual and statistical material. Although the book of necessity contains much statistical material, the accompanying text is written in an easy readable style which will appeal as much to the general reader wishing to know more about this immense country as to the manufacturer interested in selling to a market with one of the world's highest living standards.

**Middle East Mission: October – November 1966.** Council of British Manufacturers of Petroleum Equipment. (28 pages. 42s., post free from the Council, 118 Southwark Street, London, S.E.1.). This publication gives an account of the CBMPE mission to Iran, Kuwait and Iraq. The mission was asked to visit the principal authorities and companies concerned with the purchase of equipment or placing of contracts for projects in the oil and petrochemical industries, to explain the range of products and services available from the United Kingdom; and to inform members of the CBMPE about methods of selling, and opportunities for sales which can be followed up. The report emphasizes the information needed by exporters to these very competitive markets, and contains a section on each country giving details of government agencies, companies and projects. Recommendations summarizing the position for each country are also provided. Organizations visited are listed with addresses and the names of principal officials in an Appendix. Copies of the Five-Year Economic Plan 1965-1969 for Iraq (extracts of which are given in the report) can be borrowed from the Board of Trade Statistics and Market Intelligence Library, 35 Old Bailey, London, E.C.4.

**Tourism, Development and Economic Growth:** Seminar held under the auspices of the Technical Assistance Programme of the OECD; Estoril, Portugal, May 8-14, 1966. (46 pages. Organization for Economic Co-operation and Development. 6s., by post 6s. 5d., from HMSO and Government bookshops). 'International tourism is today the largest single item in foreign trade. The last two decades have seen a phenomenal rise in world travel . . . and there is every indication that the trend will continue.' Thus begins the report of the seminar. Tourism already represents a major export industry and a valuable source of foreign exchange for some countries. For others, with untapped tourism potential, the increase in the standard of living and the growing amount of leisure of the peoples of the richer nations must undoubtedly present a tremendous challenge. But for those countries that are not yet fully developed tourism, although much desired, can pose many problems. Its development is difficult to forecast; it is highly internationally competitive, and, because of its essentially decentralized nature, is difficult for the central government to promote. OECD in 1966 organized this seminar to consider these problems in relation to certain of its members and associates who had achieved only an intermediate stage of development - Greece, Portugal, Spain, Turkey and Yugoslavia. These countries all have a relatively rapid growth rate and an increasing need of foreign exchange. Tourism is for many of them an important part of their national plans – for, as well as foreign exchange, it provides a source of employment and also an impetus to social change. All of them have excellent tourist potential, but few of them have fully developed that sector. The purpose of the seminar was to afford an opportunity for the exchange of views on (1) the problems of operating an effective tourism programme; (2) measures to increase investment in tourism development; and (3) the role of foreign participation in tourism development. The difficulties discussed were primarily those of the participating countries. But the findings of the seminar will have wider implications and be relevant to the problems of other countries seeking to expand their own tourist industry.

**US Aid to Taiwan,** by Neil H. Jacoby. (384 pages. Pall Mall Press, for Praeger, 60s.). This book is described in the foreword, contributed by the Administrator of the United States Agency for International Development, as the first comprehensive attempt to analyse the results of a major economic aid programme in a developing country. It is the outcome of an evaluation, based on field work carried out in Taiwan, of the effects of United States economic assistance on the development of Taiwan in the period 1951 to 1965, undertaken by the Dean of the University of California at Los Angeles Graduate School of Business Administration for the Agency for International Development. The text is organized in four sections. The first outlines the scope and method of the study. Part two describes the United States aid programme, paying attention to its objectives and character, and to the organization and institutions of the United States and Taiwan governments through which the programme was administered. The third section deals with Taiwan's economic, social and political development since 1895, and assesses the effect of its military burden upon the economy in the period of the study. The fourth, and longest, section examines relationships between aid and development. It includes chapters on United States influence on Taiwan economic policy; the economic, political and social effects of United States aid; the allocation of aid and general development strategy; the selection of aid projects; the instruments through which the United States aid was made available and the major administrative policies that governed its provision; the decision, following Taiwan's achievement of self-sustaining growth, to terminate the aid programme in 1965; and the lessons for American economic aid policy. The book ends with 110 pages of appendices, including a wide range of statistical data, and three hypothetical growth models showing the estimated effects on Taiwan's economic growth assuming no United States economic aid, no military burden, and a reduced rate of United States aid. The book is a further title in the **Praeger Series on International Economics and Development.**

**How British Industry Buys,** an inquiry conducted by Hugh Buckner. (100 pages. Hutchinson, 60s.). Over 900 firms were approached in a survey, sponsored by the Institute of Marketing and Industrial Marketing Research Ltd., to supply information on how their organizations purchased plant, equipment, materials and component parts. The results of the survey are analysed in this volume and a series of tables indicate the level at which purchasing decisions are taken for industry as a whole, and also for selected named industries. Information is presented on the limitation of suppliers, how information is received on products, who is involved in decision taking, factors that influence purchasing etc. The book is intended as a guide for those engaged in the marketing and purchasing of industrial goods, and is designed to provide basic marketing data. The volume appears in the **Hutchinson Marketing Library** series.

**Project Planning and Control: Simplified Critical Path Analysis,** by D. C. Robertson. (105 pages. Heywood Books, 35s.). Critical path analysis is a technique used for planning and scheduling projects, allocating resources, and as a basis for controlling projects. Usually one associates computers and involved mathematical analysis with the techniques available for solving network control problems, but the emphasis in this useful book is on a simplified approach where these tools are not required. With the aid of diagrams and practical examples and using time-based networks as a basis the author sets out to provide the reader with a sound knowledge of the theory and practice of the system. Effective scheduling leads to increased production through early project completion, minimum capital costs and fuller use of resources, and has a broad field of potential applications.


# Economic Trends

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# Parliamentary Answers

**Below is a selection of Parliamentary answers of interest to trade and industry**

TUESDAY, MARCH 14

### Share of United Kingdom exports in world trade

Asked what estimates he had made of the share of United Kingdom exports of manufactures at constant prices in world trade in 1966, Mr. Douglas Jay, President of the Board of Trade, replied that at current prices, it was provisionally estimated to have been about 13 per cent.

### Hire purchase and car-hire firms

Answering a question on relaxation in the hire-purchase restrictions, for car-hire firms, the President said: 'In view of the importance of the tourist trade as an earner of foreign currency the Board of Trade are prepared to consider applications from car-hire firms to buy cars on hire purchase with a minimum deposit of 25 per cent and a maximum repayment period of 30 months. Licences will normally only be granted to car-hire firms who can show that not less than 33⅓ per cent of their turnover is in foreign currency.'

Answering a further question on the extent to which this share had declined by less in 1966 than an estimate based on past experience of the behaviour of the United Kingdom share in relation to the rate of growth of world trade and the domestic pressure of demand, the President said that the provisional estimate was that the United Kingdom's share of exports fell by about one-half of one percentage point last year to around 13 per cent. 'Many complex factors, besides the rate of growth of world trade and the domestic pressure of demand, determine our share of world exports of manufactures', he added.

### Effects of seamen's strike

Two questions concerned the effects of the seamen's strike on United Kingdom exports, imports and invisible earnings. Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied that no reliable estimates could be made of the permanent effects. With regard to the temporary effects, it was likely that some of the exports held up by the strike were not made good in the second half of last year; but it was not possible to assess how much. The disruption to imports was on a smaller scale and the fall during the strike appeared broadly to have been made good. He estimated the loss to our invisible earnings on shipping to be about £25 million during 1966.

WEDNESDAY, MARCH 15

### Effects of EEC membership on British trade

A member asked the President, what estimate he had made of the effects of entry to the European Economic Community on British trade with sterling area producers of commodities which are leviable under European Economic Community regulations. The President said: 'The effects would depend on the terms upon which we entered and world market conditions at the time: but any new obstacle to trade must of course have adverse effects on those concerned.'

Asked for a statement outlining the expected consequences for United Kingdom trade in temperate foodstuffs with Australia and New Zealand should Great Britain join a Common Market enlarged to include Denmark and operating the system and price structure of the current EEC agricultural policy, the President said: 'Detailed estimates must depend on the terms of any agreement reached: but the imposition of any barriers to reciprocal trade must, of course, be injurious to the United Kingdom, Australia and New Zealand.'

### Declaration on export invoices

Asked how many countries to which Great Britain exported goods demanded on export invoices the percentage of work done on the finished goods in Great Britain, the declared country of origin of the goods. Mr. George Darling, Minister of State, Board of Trade, answered that it was necessary or advisable in the case of seven countries.

### Calculation of trade gap

A member inquired if the President would publish details of the methods used to calculate the trade gap in balance of payments terms from the recorded figures provided by the Customs and Excise, distinguishing between the seasonal and any other adjustments made. The President answered that details were already published. They appeared mainly in the notes to the annual publication, *United Kingdom Balance of Payments*, issued by the Central Statistical Office. Methods of seasonal adjustment of the trade figures were described in detail in the *Board of Trade Journal* of November 6, 1959.

### Exclusion clauses in sales of goods

Asked if he would take steps to prevent the hardships caused by exclusion clauses in guarantees and contracts for the sale of goods. Mr. George Darling said that exclusion clauses in all types of contracts were now being studied by a working party set up by the Law Commission and the Scottish Law Commission. The President would prefer to await their report before considering legislation on this complex subject.

### Textile imports from Portugal

Answering two questions on textile imports from Portugal the President said that he took the opportunity in Stockholm to discuss this matter with the Portuguese Government, and he had every reason to expect that the rate of cotton textile exports from Portugal to the United Kingdom this year would be substantially less than in recent months.

Answering a further question on the subject, the President said that the tariff rates charged by Portugal on textile products of EFTA origin varied from nil to 864 Escudos per kilogram (about £5 per lb.). The highest rate applied to a few made-up articles of silk; most cotton piece goods entered duty free.

### Natural rubber prices

A member asked if the President was aware that the price of natural rubber had fallen recently to 17d. per pound, the lowest price since 1945; and, since the value of money had fallen by more than a half in those years, if he would seek to call an international conference of growers and users, with a view to at least doubling the price of rubber. The President said: 'Natural rubber prices are at their lowest since early 1954. The International Rubber Study Group is closely studying the future prospect for natural rubber and we shall do best to await its recommendations.'

### Motor insurance companies

Asked which motor insurance companies his department were investigating at present, Mr. George Darling named the following five companies: Fire Auto and Marine Insurance Co. Ltd., Irish-American Insurance Co. Ltd., Coventry Insurance Co. Ltd., London and Cheshire Insurance Co. Ltd., London and Midland Insurance Co. Ltd.

### Licensing of pleasure boats

Asked what regulations he was proposing to introduce for the licensing of pleasure boats plying for hire and for privately-owned boats and yachts, Mr. J. P. W. Mallalieu answered: 'None.' All pleasure craft carrying over 12 passengers required a Board of Trade Certificate and those plying for hire with lesser numbers could be most effectively controlled under local licensing powers. He did not consider that comprehensive regulations for licensing small craft used privately for pleasure would be justified at present.

### Aircraft purchases by BEA

Asked if he would make a statement on the acquisition of further aircraft by British European Airways, the President said: 'The Government are considering a proposal made to me by BEA on February 24 for the purchase of a number of BAC 2-11s, an aircraft whose characteristics have been evolved by the manufacturers, in consultation with BEA, during recent months. BEA's proposal, which raises a number of important issues, is now under consideration, and I will make a statement to the House in due course.'

### Development of air routes

Answering questions on the development of international routes by British independent airline operators and from airports in Scotland, Mr. J. P. W. Mallalieu said that it was for the airlines, independent or otherwise, in their commercial judgment, to apply for licences for international services whether from Scotland or from any other part of the United Kingdom. The Board of Trade could then seek to secure from the countries concerned proper scope for any new service that had been licensed. Full support was given to any new service that opened up a fresh market for British aviation, but the Board would not regard it as acceptable if recognition of the service could be obtained only on conditions detrimental to an established service or the British share of the market as a whole.

### Landings at London Airport

A member asked if the President was aware that the number of passengers using London Airport, Heathrow, had doubled since 1960; and if he would now limit the number of landings by day as well as by night. Mr. J. P. W. Mallalieu answered that passenger traffic had increased by 125 per cent since 1960, but aircraft movements by only 55 per cent. He did not consider that it was practicable to add to the severe restrictions already imposed for noise reasons, including the limit on summer night jet operations, by also placing a limit on the volume of daytime jet traffic.

### Air Transport Licensing Board

Asked if he would give details of the directions he had given to the Air Transport Licensing Board in favour of their varying Provision I in their licences for inclusive tour

charters to allow the operators to reduce the number of their flights taking off and landing by night. Mr. J. P. W. Mallalieu said that there were no powers of direction in this matter. The Minister of Aviation had indicated to the Licensing Board last July that he would welcome any steps the Board might find practicable towards a more flexible tariff base which might enable flights to take place outside the night hours.

### Membership of the Board of Trade

A member asked who were the members of the Board of Trade; when the Board last met; and when it was proposed to hold its next meeting. The President said: 'I am circulating in the Official Report a note of the membership of the Board of Trade*. The last recorded meeting of the Board as a collective body was held on December 23, 1850. I have no present intention of calling another.'

* The information is as follows: The Board is a Committee of the Privy Council for Trade and Foreign Plantations appointed by an Order in Council of August 23, 1786. The members of that Committee appointed by that Order in Council were as follows: The Lord Archbishop of Canterbury, The first Lord Commissioner of the Treasury, The first Lord Commissioner of the Admiralty, His Majesty's Principal Secretaries of State, The Chancellor and Under Treasurer of the Exchequer; and The Speaker of the House of Commons; such members of the Privy Council as hold any of the following offices, viz: The Chancellor of the Duchy of Lancaster, The Pay Master or Pay Masters General of His Majesty's Forces, The Treasurer of His Majesty's Navy, and The Master of His Majesty's Mint; the Speaker of the House of Commons of Ireland and such members of the Privy Council as hold office in the Kingdom of Ireland; and 10 named persons. The Right Hon. Lord Hawkesbury was appointed President.

The present members of the Board of Trade are the President and the holders (if members of the Privy Council) of such of the offices referred to, as still exist.

### Companies Act

Asked how many persons have been authorized to act as auditors under the provisions of Section 161(1), paragraph (b), of the Companies Act, 1948, since the Act came into operation, Mr. George Darling answered, 2,133. Answering a similar question but referring to the years 1960 to 1966 inclusive, Mr. Darling said: 'As having similar qualifications obtained outside the United Kingdom, 423; as having obtained adequate knowledge and experience in the course of employment by a member of a body of accountants recognized for the purposes of Section 161(1)(a) of the Act, 346; as having before August 6, 1947, practised in Great Britain as an accountant, 461.'

### Capital expenditure in Scotland

Mr. George Darling, answering a member's question, said that capital expenditure by manufacturing industry in Scotland in 1965 was estimated at £115 million. A figure for 1966 was not yet available. Estimates of capital expenditure in 1967 and 1968 were available only for the United Kingdom as a whole.

### New industries in South Wales

The President was asked if he would take the necessary measures to induce the establishing of new industries in the old industrial valleys of South Wales. He replied: 'I shall use to the maximum all the powers available to me to assist in establishing new industry in these valleys, and special attention has been given to them in allocating advance factories in the four programmes announced since November 1964.'

### Foreign flag vessels in United Kingdom coastal trade

Asked for details of foreign flag participation, the tonnage they carried and the cost in foreign exchange, in United Kingdom coastal trade, Mr. J. P. W. Mallalieu said that in 1965, which was the latest representative year, foreign flag vessels carried about 9½ million tons of coastal cargoes, of which ¾ million tons were moved in dry cargo vessels and 8¾ million tons in tankers. No figures were available of the cost involved.

### EFTA and EEC national incomes

A member asked what was the sum total of the national incomes of the European Free Trade Association countries, excluding Great Britain, compared with that of the Common Market countries. The President gave the following information from the United Nations *Monthly Bulletin of Statistics*, February 1967:

**National income in 1965**
**(converted from national currencies using official rates of exchange)**

| | Million |
|---|---|
| European Free Trade Association* | £21,000 |
| European Economic Community | £82,500 |

* Excluding the United Kingdom, including Finland. The estimate for Sweden is before providing for depreciation.

### Passenger earnings

Asked what estimate he had made of the annual amount of foreign currency earned by the carriage of passengers and freight in British registered aircraft and ships, respectively, Mr. J. P. W. Mallalieu said that it is estimated that in 1965 the overseas earnings of British airlines and British shipping companies from the carriage of passengers and freight were £106 million and £607 million respectively before deducting expenses incurred abroad.

### Ministerial responsibilities for air safety

The President was asked if he would make a statement about the divisions of responsibility between Ministries in relation to air safety. He said: 'The Board of Trade are charged under the Civil Aviation Act, 1949 with the general duty of promoting safety in the use of civil aircraft, and precise functions prescribed in their Air Navigation Order, 1966 made under that Act.

'Military aviation is the responsibility of the Ministry of Defence. The National Air Traffic Control Service is provided jointly by the Board of Trade and the Ministry of Defence for civil and military aviation alike. The Ministry of Technology, concurrently with the Board of Trade, has the function of encouraging measures for designing, developing and producing civil aircraft, and the equipment for promoting safety in the use of such aircraft.'

### Exports of VC10

Asked what steps he intended to take to assist further exports of the VC10, the President replied that, in collaboration with the Minister of Technology, and with the support of HM representatives overseas, he would continue to take every opportunity to assist the sale of this aircraft abroad. ECGD facilities were available to cover exports of the VC10 on terms up to a maximum of 10 years' post-delivery credit for creditworthy buyers and countries.

### Anglo-French Concord

A member asked if the President had decided which British airports may be used by the Anglo-French Concord; and what noise levels for take-off and landing he had requested the designers to keep to. Mr. J. P. W. Mallalieu answered that subject to the airport owner's consent the Concord would be able to use any British airport which had adequate facilities, e.g. runways of suitable length and strength. Airlines operating the Concord would be able to use any such airports provided they had the necessary licences from the Air Transport Licensing Board, or, in the case of foreign airlines, authorization from the Government. 'It is our objective that the noise levels of the Concord should at least not exceed those of present large jet-engined aircraft, and research is continuing to see whether further noise reductions will be possible,' said Mr. Mallalieu.

### Investment grants for aircraft

A member asked why investment grants were made in respect of ships and hovercraft but not for aircraft. The President replied that since the major British aircraft operators were the public corporations, which, in common with other nationalized industries, were not eligible for grant in respect of their main statutory functions, the Government did not consider it would be justifiable to give investment grants to the private aircraft operators. These considerations did not apply to either ships or hovercraft. In addition, aircraft operating within Britain were in competition with other forms of transport excluded from grants.

### Purchase of aircraft by BOAC

Answering questions on the purchase of Boeing aircraft by the British Overseas Airways Corporation, the President said that the purchase of three Boeing 707-320C freighters had been sanctioned. BOAC proposed to use the third, which was due to be delivered in November 1967, for passenger service for a temporary period. BOAC's present service fleet of passenger aircraft consisted of 19 Boeing 707-436 aircraft, 12 VC10s and nine Super VC10s. In addition there were two Boeing 707-336C freighter aircraft used solely for cargo operations. In winter one Boeing 707-436 was usually out of service at any one time for major maintenance work. The President said that he understood that a substantial programme of modifications currently made it necessary to have a second aircraft temporarily out of service. BOAC hoped to complete this work by June, if not earlier.

### Company liquidations

Answering questions on the number of companies, and the approximate capital assets involved, in the hands of the Official Receiver and of the number of companies liquidated Mr. George Darling gave the following information: The numbers of compulsory liquidations being administered in England and Wales by Official Receivers and non-official liquidators were as follows:

| | Official Receivers | Non-official liquidators |
|---|---|---|
| On January 1, 1965, | 1,701 | 1,315 |
| On January 1, 1966, | 1,863 | 1,344 |
| On January 1, 1967, | 2,027 | 1,448 |

The approximate figures of balances on the accounts of such liquidations as at January 1, 1967, were –

| | |
|---|---|
| Official Receivers | £1 million |
| Non-official liquidators | £4½ million |

respectively.

The numbers of compulsory winding-up orders made in England and Wales were as follows:

| | |
|---|---|
| 1964 | 724 |
| 1965 | 805 |
| 1966 | 934 |

### Trade with Latin America

Answering a question on the development of exports to Latin American markets, particularly in such matters as steel and similar plant, having regard to the current plans for new capital investment there, the President said: 'My department is very much alive to the opportunities for trade with Latin America. Two Board of Trade ministers have recently visited the area, and ways of developing our exports are under constant study by my department and by the British National Export Council.

'The facilities of the Board of Trade and ECGD are available to our manufacturers of steel works plant.'

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1967 | Stores | Location | Auctioneers |
|---|---|---|---|
| **Mar. 30 & 31** | **Plant and equipment, miscellaneous stores** . | **Ordnance Depots in Southern Counties** . . | **Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. Fareham 4211.)** |

**Sale to be held at Ritz Cinema, Middle Brook Street, Winchester.**

Fork lift trucks; generating sets; electric motors; welding and cutting equipment; receivers; transformers; projectors and spares; theodolites; telescopes; binoculars; tools; aluminium lockers; various lamps; MT spares; water pumps; footwear; furniture; lifting blocks and tackle; blankets; sheets; mattresses; clothing, including greatcoats; raincoats; trousers; blouses; khaki drill; shirts; underwear; jerkins, etc., and a large selection of miscellaneous stores.

| | | | |
|---|---|---|---|
| **April 4 to 7** . | **Private and commercial vehicles, heavy machinery.** | **Ordnance Storage and Disposals Depot, Ruddington, Notts.** | **Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)** |

Saloons, limousines and estate cars; Landrovers; coaches (5 to 36 seaters); vehicle mounted fire fighting units; mobile cranes; Caterpillar 'D8' tractors; International half tracks; Diamond 'T' tractors; AEC 'Matadors'; Scammell heavy duty and breakdown vehicles; Thorneycroft tractors fitted 5th-wheel coupling; Leyland 'Hippos'; Albion 20-ton trucks; Rubery Owen 10-ton semi-trailers; low loading, light recovery, office and other trailers (10 cwt. to 20 tons); petrol tankers (100 to 2,500 gallons); motor cycles; plant spares by Bray, Caterpillar, Coles, Neals and Newton Chambers.

| | | | |
|---|---|---|---|
| **April 14** . | **Miscellaneous equipment and stores** . . | **Command Ordnance Sub Depot, Reed Hall, Colchester.** | **Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)** |

Steam cleaning plant; snow plough and road gritters; Coventry Climax fork lift truck and fire pump; machine tools; charging, generating and welding sets; electronic equipment; MT spares; wireless spares; 6v and 12v batteries; hydraulic, screw and trolley jacks; extending ladders; clothing; footwear; blankets; ground sheets; webbing equipment; furniture; bedding; kitchen equipment, carpets, etc.

| | | | |
|---|---|---|---|
| **April 18** . | **Machine tools, industrial equipment, textiles, miscellaneous stores.** | **Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.** | **Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 20898.)** |

Grinding machines; folding and sawing machines; compressors; fork lift trucks; electric truck; electric welding and spot welding sets; generators; charging sets; industrial tractors; trailers; fire fighting equipment; gravity roller; extending ladders; lifting equipment; tools; non-ferrous metals; pumps; tyres; telephone sets; compasses; theodolites; clocks; workshop equipment; MT spares; tool kits; electric, wireless and signal equipment; ironmongery and household items; textiles including canvas, tents, carpets, blankets, mattresses, ground sheets, kit bags, camp equipment, wood boxes; clothing including greatcoats, battle dress, raincoats, jerkins, shirts, vests, drawers, boots and shoes; furniture including folding chairs and forms, dining chairs and tables; wardrobes and numerous other items of miscellaneous stores.

**Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).**

### SALE BY TENDER

**JAMESON PROFILE PLANING MACHINE**

Comprising 5-part base and three main columns; swivel-beam assembly containing double-action tool slide; 90° tilting and sliding trunnion-mounted work table; 40 h.p. Ward Leonard set with 25 h.p. DC motor; hydraulic tracer control; control console. Location: Ministry of Defence (AD) Ordnance Storage Depot, Harrogate Road, Yeadon, Nr. Leeds, Yorks. Applications for Tender Forms to Ministry of Defence (AD), Directorate of Sales (Sales 4 bii (A)), First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m., April 20, 1967.

## MINISTRY OF PUBLIC BUILDING AND WORKS

| 1967 | Description of Goods | Location | Auctioneers |
|---|---|---|---|
| April. 4 . | Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc. | Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. | Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.) |

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.


# INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

*Board of Trade factories available now. For details apply to:*

**England**
I.E.M.C. for England
Team Valley
Gateshead-on-Tyne 11

**Scotland**
I.E.M.C. for Scotland
3 Woodside Place
Glasgow C.3

**Wales**
I.E.M.C. for Wales
Treforest Industrial Estate
Pontypridd, Glam

**Northern Ireland**
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

# Statistics

## The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected components | | | | Total | Selected components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1958 prices | | at current prices | | at 1958 prices | at 1961 prices | at 1958 prices | | | | | at 1958 prices | | | |
| Base of index | 1958 | 1958 | 1958 | 1958 | 1958 | 1961 | 1958 | 1958 | 1958 | 1958 | 1958 | series shown in £ million | | | |
| Value in base year, £m. | 20,091 | — | 16,073 | 15,365 | 15,365 | 9,140 | 3,485 | 922 | 688 | 587 | 1,212 | | | | |
| 1961 | 113 | 114 | 122 | 116 | 111 | 100 | 130 | 130 | 138 | 139 | 122 | +326 | +224 | +36 | +29 |
| 1962 | 114 | 115 | 127 | 123 | 114 | 100 | 129 | 119 | 134 | 143 | 125 | + 77 | + 22 | +22 | +14 |
| 1963 | 118 | 119 | 135 | 130 | 119 | 103 | 131 | 104 | 144 | 146 | 131 | +216 | +113 | +29 | +55 |
| 1964 | 125 | 128 | 145 | 139 | 123 | 106 | 153 | 117 | 170 | 186 | 150 | +562 | +335 | +72 | +47 |
| 1965 | 128 | 132 | 154 | 148 | 126 | 108 | 158 | 127 | 166 | 190 | 156 | +332 | +202 | +19 | +43 |
| 1966 | | 133* | | | | 109 | | 126* | 162* | | | | +149* | — 1* | + 6 |
| 1965 | | | | | | | | | | | | | | | |
| 1st quarter | 128 | 132 | 152 | 146 | 127 | 108 | 160 | 131 | 166 | 193 | 157 | + 49 | + 29 | —10 | + 9 |
| 2nd quarter | 127 | 131 | 153 | 145 | 124 | 107 | 158 | 122 | 170 | 187 | 157 | + 92 | + 80 | — 5 | + 3 |
| 3rd quarter | 128 | 132 | 155 | 149 | 125 | 108 | 157 | 128 | 158 | 190 | 153 | +126 | + 75 | +21 | +17 |
| 4th quarter | 129 | 133 | 157 | 151 | 126 | 109 | 159 | 128 | 168 | 190 | 155 | + 65 | + 18 | +13 | +14 |
| 1966 | | | | | | | | | | | | | | | |
| 1st quarter | 130 | 134 | 164 | 156 | 130 | 110 | 158 | 130 | 165 | 182 | 154 | + 70 | + 42 | N/C | +19 |
| 2nd quarter | 129 | 133 | 161 | 156 | 128 | 110 | 159 | 124 | 166 | 184 | 164 | + 62 | — 10 | —15 | +26 |
| 3rd quarter | 129 | 134 | 158 | 156 | 126 | 109 | 161 | 129 | 163 | 182 | 171 | +102 | +105 | +20 | —15 |
| 4th quarter | | 130* | | | | 109 | | 121* | 155* | | | | + 12* | — 5* | —24 |
| 1966 | | | | | | | | | | | | | | | |
| July | | 135 | | | | 110 | | | | | | | | | |
| August | | 135 | | | | 109 | | | | | | | | | |
| September | | 132 | | | | 108 | | | | | | | | | |
| October | | 131* | | | | 108 | | | | | | | | | |
| November | | 129* | | | | 109 | | | | | | | | | |
| December | | 131* | | | | 109 | | | | | | | | | |
| 1967 | | | | | | | | | | | | | | | |
| January | | | | | | 109 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | IMPORTS | EXPORTS | BALANCE OF PAYMENTS: current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand | Textiles and clothing industries: orders on hand† | Index of retail prices | | Wholesale price index: non-food manufacturing industry: | | Hourly wage rates: all industries and workers† | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | | | |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| | at 1958 prices | | | | | | | | | | | | |
| Base of index | Dec. 1958 | Apr. 1959 | Jan. 17, 1956 (Derived series from January 1963) | | 1954 | 1954 | Jan. 31, 1956 | Series shown in thousands | | | 1958 | 1958 | series shown in £ million |
| Value in base year, £m. | .. | .. | — | | — | — | — | | | | 3,834 | 3,250 | |
| 1961 | 122 | 104 | 114·5 | +3·4 | 104·4 | 119·1 | 130·3 | 305 | 213 | 24,072 | 119 | 117 | — 5 |
| 1962 | 117 | 100 | 119·3 | +4·2 | 103·0 | 120·6 | 136·3 | 422 | 149 | 24,208 | 121 | 120 | +101 |
| 1963 | 136 | 117 | 121·7 | +2·0 | 104·5 | 121·4 | 141·3 | 500 | 144 | 24,267 | 130 | 130 | +107 |
| 1964 | 162 | 124 | 125·7 | +3·3 | 108·6 | 124·7 | 148·5 | 361 | 221 | 24,606 | 148 | 136 | —393 |
| 1965 | 165 | 121 | 131·8 | +4·9 | 110·6 | 129·5 | 157·9 | 309 | 265 | 24,837 | 150 | 145 | —109 |
| 1966 | 152* | 104* | 136·9 | +3·9 | 114·5 | 133·0 | 168·4 | 325 | 255 | | 158 | 155 | — 61 |
| 1965 | | | | | | | | | | | | | |
| 1st quarter | 167 | 121 | 128·8 | +4·5 | 109·7 | 128·3 | 153·8 | 306 | 253 | 24,742 | 143 | 141 | — 8 |
| 2nd quarter | 166 | 127 | 132·0 | +5·2 | 111·0 | 129·1 | 156·2 | 304 | 274 | 24,800 | 152 | 141 | — 71 |
| 3rd quarter | 165 | 117 | 132·6 | +4·8 | 110·5 | 129·9 | 159·9 | 321 | 265 | 24,837 | 153 | 147 | — 37 |
| 4th quarter | 165 | 121 | 133·5 | +4·6 | 111·5 | 130·5 | 161·9 | 305 | 269 | 24,967 | 153 | 151 | + 7 |
| 1966 | | | | | | | | | | | | | |
| 1st quarter | 164 | 122 | 134·4 | +4·3 | 113·7 | 131·4 | 165·9 | 279 | 279 | 24,919 | 159 | 153 | — 42 |
| 2nd quarter | 161 | 127 | 137·0 | +3·8 | 116·8 | 133·1 | 168·1 | 282 | 282 | 24,930 | 155 | 145 | +104 |
| 3rd quarter | 159 | 109* | 137·5 | +3·7 | 114·6 | 133·8 | 169·8 | 322 | 253 | | 161 | 157 | — 50 |
| 4th quarter | 152* | 104* | 138·6 | +3·8 | 113·0 | 133·5 | 169·8 | 417 | 206 | | 147 | 163 | +135 |
| 1966 | | | | | | | | | | | | | |
| July | 160 | 122* | 137·0 | +3·5 | 116·7 | 133·8 | 169·7 | 305 | 268 | | 165 | 151 | |
| August | 160 | 115* | 137·8 | +3·8 | 114·2 | 133·8 | 169·8 | 318 | 255 | | 164 | 163 | |
| September | 159 | 109* | 137·6 | +3·6 | 112·8 | 133·8 | 169·8 | 344 | 235 | | 154 | 159 | |
| October | 157* | 105* | 137·9 | +3·8 | 113·3 | 133·5 | 169·8 | 377 | 217 | | 150 | 163 | |
| November | 155* | 107* | 138·8 | +4·0 | 113·3 | 133·5 | 169·8 | 424 | 201 | | 137 | 169 | |
| December | 152* | 104* | 139·0 | +3·7 | 112·4 | 133·5 | 169·8 | 449 | 200 | | 157 | 158 | |
| 1967 | | | | | | | | | | | | | |
| January | | | 139·2 | +3·6 | 112·4* | 133·6 | 170·9 | 454 | 191 | | | | |
| February | | | 139·4 | +3·7 | 112·2* | 133·6* | | 454 | 188 | | 172 | 174 | |
| | | | | | | | | | | | 163 | 167 | |

*Provisional. †Not seasonally adjusted.

# United Kingdom trade in February

*A shortened version of this article appeared in last week's issue of the* Board of Trade Journal.


### *Summary*

EXPORTS HAVE BEEN growing appreciably in recent months. Imports fell back in February, but the distortions in the past few months arising from the removal of the import charge make the trend uncertain. Over the period October to February (which includes the two months before the charge was lifted) imports averaged about 2 per cent less than the rate in January to September last year.


### *Trade balance*

The trade balance showed a deficit in February of £3 million, seasonally adjusted. The underlying trend continues to be difficult

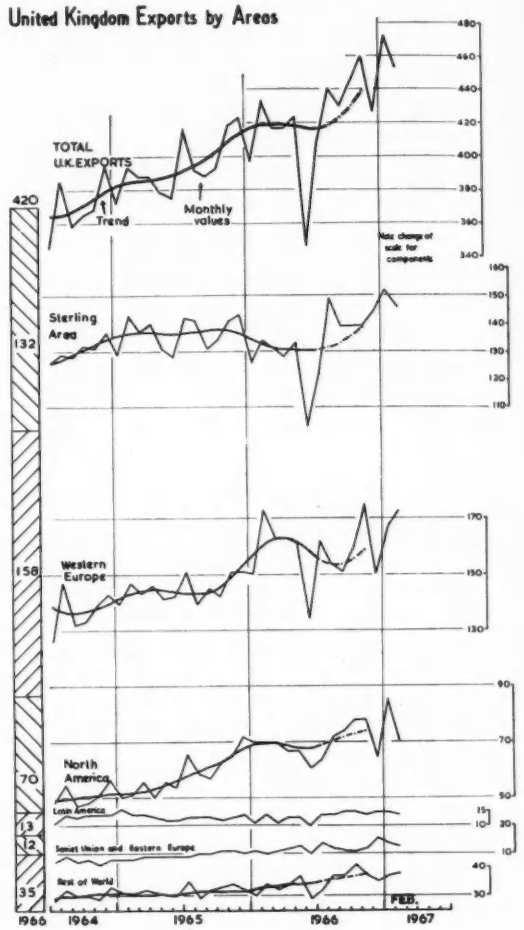



**Table 1 (A). United Kingdom trade**

Seasonally adjusted values — £ million per month

| | Exports f.o.b. | Imports c.i.f. | Re-exports f.o.b. | Trade Balance |
|---|---|---|---|---|
| 1964 | 368 | 475 | 13 | —45 |
| 1965 | 394 | 479 | 14 | —22 |
| 1966 | 420 | 496 | 16 | —11 |
| 1965 1st quarter | 384 | 457 | 13 | —12 |
| 2nd quarter | 381 | 484 | 13 | —41 |
| 3rd quarter | 399 | 487 | 15 | —25 |
| 4th quarter | 412 | 489 | 16 | —11 |
| 1966 1st quarter | 416 | 507 | 16 | —25 |
| 2nd quarter | 395 | 495 | 16 | —35 |
| 3rd quarter | 426 | 513 | 16 | —23 |
| 4th quarter | 444 | 470 | 17 | +37 |
| September | 429 | 490 | 15 | — 3 |
| October | 444 | 474 | 18 | +39 |
| November | 461 | 433 | 16 | +85 |
| December | 427 | 503 | 16 | —12 |
| 1967 January | 471 | 550 | 18 | — 7* |
| February* | 453 | 522 | 15 | — 3* |
| 1966 Sept.-Nov. | 445 | 466 | 16 | +40 |
| Dec. 1966 - Feb. 1967* | 451 | 525 | 16 | — 7* |

*Provisional estimates.

**Table 1 (B)**

Recorded values — £ million per month

| | Exports f.o.b. | Imports c.i.f. | Re-exports f.o.b. |
|---|---|---|---|
| 1965 1st quarter | 374·0 | 464·9 | 13·6 |
| 2nd quarter | 401·7 | 487·0 | 14·0 |
| 3rd quarter | 380·6 | 476·1 | 14·0 |
| 4th quarter | 419·7 | 489·0 | 15·9 |
| 1966 1st quarter | 422·2 | 514·9 | 16·9 |
| 2nd quarter | 399·4 | 498·0 | 16·3 |
| 3rd quarter | 400·9 | 499·7 | 14·1 |
| 4th quarter | 458·2 | 472·0 | 17·3 |
| December | 434·6 | 500·3 | 16·2 |
| 1967 January | 450·7† | 579·7† | 16·2 |
| February* | 438·6 | 487·6 | 13·3 |

*Provisional estimates.
†Revised estimates.

**Table 2. United Kingdom exports: Areas†**

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

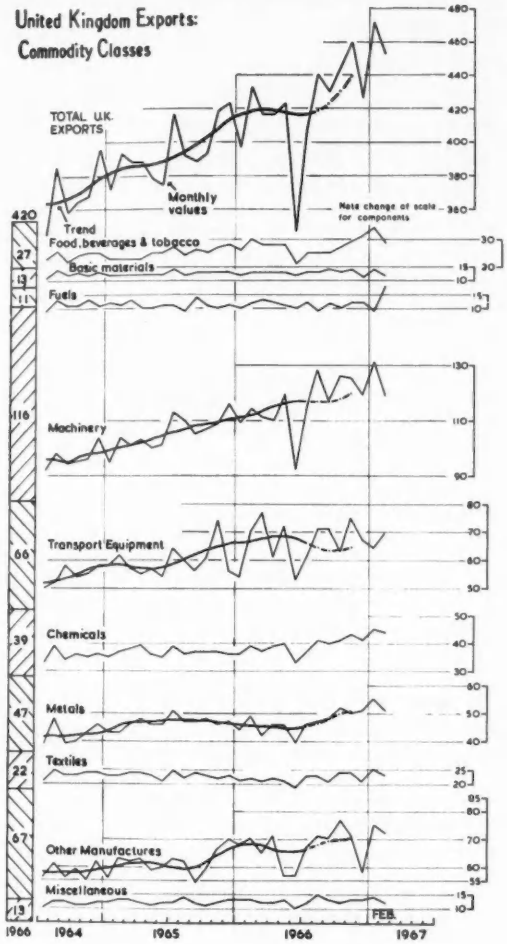
| | Sterling Area | Western Europe | | | North America | Latin America | Soviet Union and Eastern Europe | Rest of World | Total |
|---|---|---|---|---|---|---|---|---|---|
| | | Total | EEC | EFTA | | | | | |
| 1966 Year | 132 | 158 | 80 | 62 | 70 | 13 | 12 | 35 | 420 |
| 1st quarter | 130 | 162 | 83 | 63 | 70 | 12 | 11 | 32 | 416 |
| 2nd quarter | 121 | 153 | 76 | 59 | 65 | 12 | 12 | 33 | 395 |
| 3rd quarter | 137 | 156 | 77 | 60 | 70 | 14 | 12 | 35 | 426 |
| 4th quarter | 140 | 161 | 82 | 63 | 73 | 15 | 13 | 38 | 444 |
| December | 144 | 150 | 75 | 59 | 65 | 15 | 16 | 35 | 427 |
| 1966 January | 152 | 167 | 85 | 63 | 86 | 15 | 14 | 38 | 471 |
| February* | 146 | 173 | 82 | 74 | 70 | 14 | 13 | 38 | 453 |
| 1966 Sept.-Nov. | 139 | 162 | 82 | 62 | 77 | 15 | 12 | 39 | 445 |
| 1966-67 Dec.-Feb.* | 147 | 163 | 81 | 65 | 74 | 15 | 14 | 37 | 451 |

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World'.

## INDEX OF REGULAR STATISTICS

*When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

*Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the* JOURNAL.



*Being prepared for export to the Persian Gulf, the four tanker semi-trailers pictured here were built by Crane Fruehauf Trailers Ltd. at the Dereham, Norfolk, plant for the Government of Qatar. Made for carrying drinking water, they have a capacity of 1,800 gallons and are of mild steel lined internally with zinc. Bedford tractors are being sent to Qatar to haul them.*

to assess owing to the irregularities in the import figures. Over the last three months, however, despite the higher level of imports, the trade deficit averaged no more than £7 million a month.

### *Exports*

Exports in February were £453 million, seasonally adjusted. The average over the last three months was £451 million, 1½ per cent higher than in the previous three months (when the figures still included some shipments delayed by the seamen's strike) and 8 per cent above the level a year earlier.

Exports to the sterling area have shown a fairly widespread recovery in recent months from their low levels in the middle of last year. They were 6 per cent more in the latest three months than in the preceding three months. The high level of shipments to Western Europe, and particularly to EFTA, in February was a further indication of a recovery in exports to this area. Exports to North America have varied considerably in recent months. Shipments to Canada were 3 per cent higher in December to February than in the previous three months, but exports to the United States fell back owing to a decline in deliveries of aircraft.

Exports of chemicals and metals have continued to rise in recent months, and there have been signs of a recovery in shipments of road motor vehicles. Machinery exports have changed little after the rise in the autumn of last year, but have been some 9 per cent above the rate a year earlier. Exports of food, beverages and tobacco have increased sharply, partly reflecting a high level of shipments of barley. Exports of fuels have also increased, the February figure being particularly high.

(*Continued on next page*)

**Table 3. United Kingdom exports: Commodity classes**

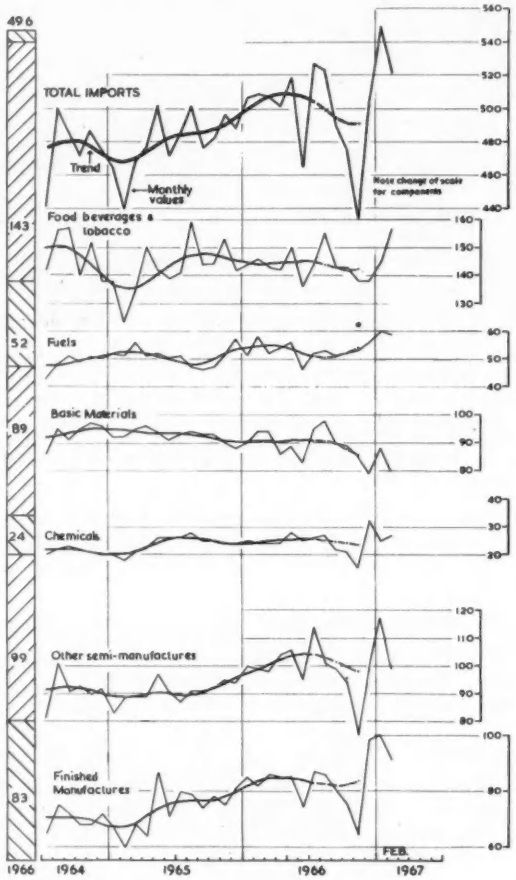
Seasonally adjusted £ million f.o.b. monthly averages or calendar months

| | Food, beverages and tobacco | Basic materials | Fuels | Manufactures | | | | | | | | Miscellaneous | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | Total | Machinery and transport equipment | | | | Chemicals | Metals and misc. metal manufactures | Textiles | Other manufactures | |
| | | | | | Total | Machinery | Road motor vehicles | Other transport equipment | | | | | |
| 1966 Year | 27 | 13 | 11 | 356 | 182 | 116 | 48 | 18 | 39 | 47 | 22 | 67 | 13 | 420 |
| 1st quarter | 28 | 13 | 12 | 349 | 178 | 111 | 47 | 20 | 37 | 45 | 21 | 68 | 13 | 416 |
| 2nd quarter | 26 | 13 | 11 | 333 | 169 | 107 | 46 | 16 | 37 | 44 | 21 | 62 | 12 | 395 |
| 3rd quarter | 25 | 13 | 11 | 365 | 186 | 120 | 51 | 16 | 39 | 47 | 22 | 69 | 13 | 426 |
| 4th quarter | 29 | 13 | 11 | 377 | 193 | 124 | 48 | 20 | 42 | 51 | 23 | 69 | 13 | 444 |
| December | 31 | 11 | 12 | 357 | 187 | 119 | 46 | 22 | 41 | 51 | 21 | 58 | 13 | 427 |
| 1967 January | 34 | 14 | 9 | 404 | 202 | 131 | 53 | 11 | 45 | 55 | 25 | 75 | 14 | 471 |
| February* | 29 | 12 | 18 | 381 | 190 | 119 | 51 | 19 | 44 | 51 | 23 | 72 | 12 | 453 |
| 1966 Sept.-Nov. | 27 | 14 | 11 | 380 | 193 | 123 | 49 | 21 | 42 | 50 | 23 | 73 | 13 | 445 |
| 1966-67 Dec.-Feb.* | 31 | 13 | 13 | 381 | 193 | 123 | 50 | 17 | 43 | 53 | 23 | 69 | 13 | 451 |

*Provisional estimates.

UNITED KINGDOM TRADE, *continued*

## Imports by Commodity Classes




### *Imports*

Imports in February, at £522 million, seasonally adjusted, showed a fall from the high figure in January. There were considerable reductions in the categories of goods affected by the import charge, but it is not yet clear whether the initial effects of the lifting of the charge have fully worked through. Taking the figures for the last five months together, imports averaged £496 million, compared with £505 million during the first nine months of last year. Some of this reduction was in imports not affected by the charge: but some of the categories of mainly chargeable goods have also been lower. Imports of chemicals (which were generally subject to the charge) were on average 4 per cent lower over the last five months, compared with the first nine months of last year, and other semi-manufactures were 5 per cent lower. Imports of finished manufactures, however, increased by about 3 per cent. Among non-chargeable imports basic materials fell by 7 per cent, and there was little change in arrivals of food, beverages and tobacco; but imports of fuels were 4 per cent higher.

**NOTES:**

**(a)** Detailed particulars of United Kingdom imports, exports and re-exports will be published on March 29*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for April, due to be published on or about April 27.

**(b) Seasonal adjustments**

The seasonally adjusted figures are amended periodically, and the values shown in the tables incorporate some revisions made to figures previously published.

**(c) Trade balance**

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

*Accounts relating to the Overseas Trade of the United Kingdom, February 1967, HMSO, price 30s., by post 31s.

†Report on Overseas Trade, published by HMSO, price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

**Table 4. Imports: Commodity classes**

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

| | Food, beverages and tobacco | Fuels | Industrial materials | | | | Finished manufactures | Miscellaneous | Total |
|---|---|---|---|---|---|---|---|---|---|
| | | | Total | Basic materials | Chemicals | Other semi-manufactures | | | |
| 1966 Year | 143 | 52 | 212 | 89 | 25 | 99 | 83 | 7 | 496 |
| 1st quarter | 144 | 54 | 216 | 92 | 24 | 99 | 84 | 8 | 507 |
| 2nd quarter | 142 | 52 | 213 | 86 | 26 | 102 | 82 | 6 | 495 |
| 3rd quarter | 147 | 52 | 224 | 94 | 25 | 105 | 84 | 6 | 513 |
| 4th quarter | 140 | 51 | 196 | 84 | 23 | 89 | 79 | 7 | 470 |
| December | 138 | 56 | 211 | 79 | 32 | 100 | 98 | 8 | 503 |
| 1967 January | 145 | 60 | 231 | 88 | 25 | 117 | 100 | 9 | 550 |
| February* | 157 | 59 | 207 | 80 | 27 | 99 | 91 | 7 | 522 |
| 1966 September-November | 141 | 52 | 197 | 88 | 19 | 89 | 73 | 6 | 466 |
| 1966-67 December-February* | 147 | 58 | 216 | 83 | 28 | 105 | 96 | 8 | 525 |

*Provisional estimates.


## REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

**Table 5. Imports: Areas†**

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

| | Sterling Area | Western Europe | North America | Latin America | Soviet Union and Eastern Europe | Rest of World | Total |
|---|---|---|---|---|---|---|---|
| 1966 Year | 148 | 172 | 96 | 24 | 20 | 36 | 496 |
| 1st quarter | 148 | 178 | 105 | 23 | 17 | 38 | 507 |
| 2nd quarter | 149 | 176 | 95 | 23 | 21 | 35 | 495 |
| 3rd quarter | 156 | 175 | 99 | 24 | 22 | 36 | 513 |
| 4th quarter | 140 | 162 | 86 | 25 | 19 | 35 | 470 |
| December | 134 | 186 | 95 | 20 | 22 | 39 | 503 |
| 1967 January | 151 | 198 | 105 | 31 | 22 | 38 | 550 |
| February* | 156 | 182 | 103 | 26 | 17 | 36 | 522 |
| 1966 Sept.-Nov. | 145 | 153 | 85 | 27 | 20 | 34 | 466 |
| 1966-67 Dec.-Feb.* | 147 | 189 | 101 | 26 | 20 | 38 | 525 |

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January 1966, figures for Rhodesia, have been excluded from the sterling area and included with those for the 'Rest of the World'

## HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

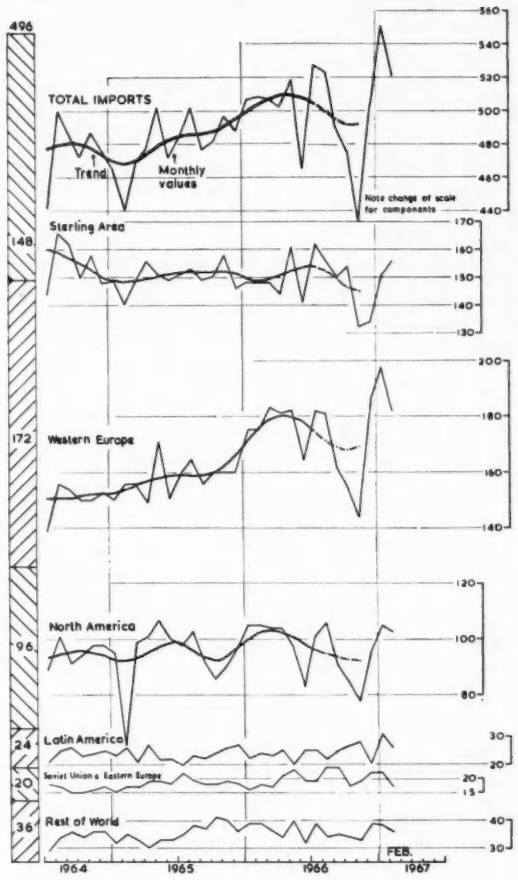
*Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.*

*These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.*

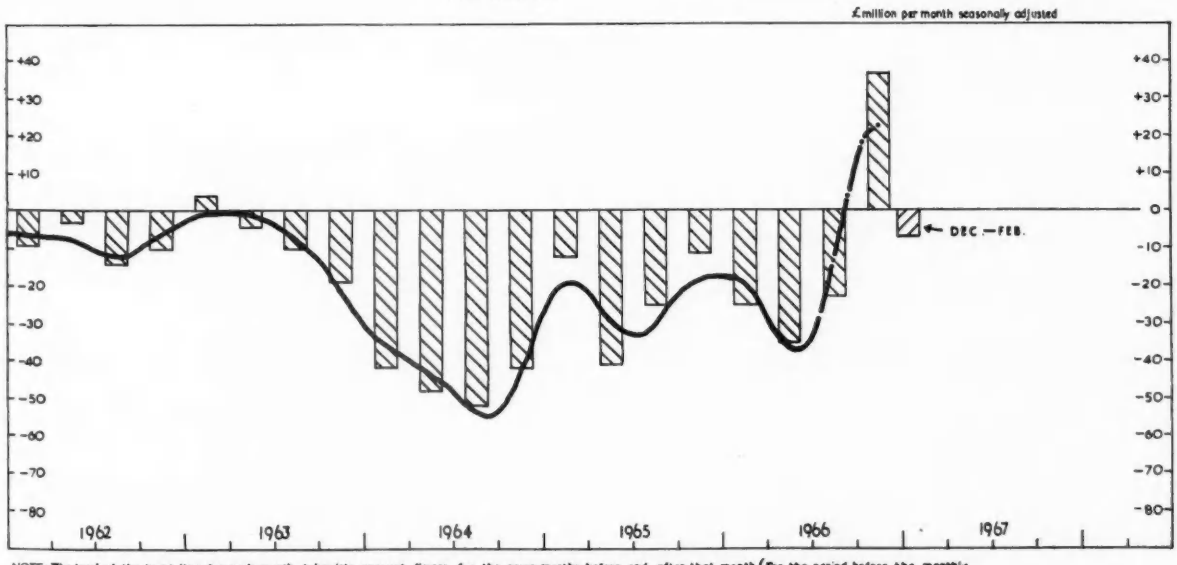
*Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.*

***Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).***

Imports by Areas




TRADE BALANCE




NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used.) A provisional trend for the first four of the last seven months is shown by a broken line.

# Shipping movement at United Kingdom ports

***Foreign and coastal trade movements in November 1966***

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during November 1966 amounted to 13,530 thousand net tons. This was 4.2 per cent higher than the tonnage for the same month in 1965. Commonwealth vessels accounted for 6,385 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first 11 months of the year showed an increase of 8,937 thousand net tons over the figures for the same period of 1965.

There was an increase of 10.2 per cent in the total net tonnage of coasting trade arrivals and departures with cargo for November, and a decrease of 2.2 per cent for the first 11 months of the year compared with 1965. These figures may still be affected by the seamen's strike.

***Definitions***

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

**Table 1. Shipping movement at United Kingdom ports**

| Foreign Trade | Number of Vessels | Total | United Kingdom | Other (1) Commonwealth | Foreign | Number of Vessels | Total | United Kingdom | Other (1) Commonwealth | Foreign |
|---|---|---|---|---|---|---|---|---|---|---|
| | | Thousand Net Tons | | | | | Thousand Net Tons | | | |
| | | Entered | | | | | Cleared | | | |
| With cargo: Month of November 1965 | 4,989 | 8,795 | 3,863 | 169 | 4,763 | 3,971 | 4,184 | 2,171 | 177 | 1,836 |
| Month of November 1966 | 5,043 | 8,728 | 3,586 | 207 | 4,934 | 4,258 | 4,802 | 2,454 | 138 | 2,210 |
| Eleven months ending November 1965 | 59,699 | 99,356 | 43,214 | 2,276 | 53,866 | 48,494 | 53,136 | 26,992 | 1,748 | 24,397 |
| Eleven months ending November 1966 | 58,906 | 99,509 | 37,739 | 2,115 | 59,655 | 47,096 | 53,501 | 24,287 | 1,667 | 27,548 |
| In ballast: Month of November 1965 | 1,148 | 1,723 | 849 | 39 | 835 | 1,955 | 5,613 | 2,021 | 80 | 3,512 |
| Month of November 1966 | 1,254 | 1,874 | 853 | 39 | 982 | 2,254 | 6,269 | 2,216 | 128 | 3,925 |
| Eleven months ending November 1965 | 17,457 | 23,877 | 11,844 | 569 | 11,464 | 28,495 | 69,933 | 27,588 | 1,229 | 41,116 |
| Eleven months ending November 1966 | 17,267 | 25,528 | 11,301 | 474 | 13,753 | 30,040 | 74,960 | 26,101 | 1,229 | 47,630 |

(1) Includes Irish Republic and South Africa.


**Statistics on Incomes, Prices, Employment and Production**

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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## Table 2. Foreign trade entrances and clearances with cargo

| | Entered | | | | Cleared | | | |
|---|---|---|---|---|---|---|---|---|
| | November | | Eleven months ended November | | November | | Eleven months ended November | |
| | 1965 | 1966 | 1965 | 1966 | 1965 | 1966 | 1965 | 1966 |
| Nationality of vessels: | Numbers of vessels | | | | | | | |
| United Kingdom | 1,648 | 1,530 | 19,144 | 16,502 | 1,385 | 1,398 | 16,390 | 14,151 |
| Other Commonwealth | 135 | 130 | 1,495 | 1,501 | 154 | 142 | 1,849 | 1,681 |
| Foreign | 3,206 | 3,383 | 39,060 | 40,903 | 2,432 | 2,718 | 30,255 | 31,263 |
| Total | 4,989 | 5,043 | 59,699 | 58,906 | 3,971 | 4,258 | 48,494 | 47,096 |
| | Thousand net tons | | | | | | | |
| Commonwealth (1): | | | | | | | | |
| Registered in United Kingdom | 3,863 | 3,586 | 43,214 | 37,739 | 2,171 | 2,454 | 26,992 | 24,287 |
| Registered in Canada | — | — | 4 | 10 | — | — | — | 14 |
| Registered in other countries | 169 | 207 | 2,273 | 2,106 | 177 | 138 | 1,748 | 1,652 |
| Soviet | 84 | 90 | 877 | 863 | 18 | 16 | 303 | 349 |
| Finnish | 61 | 80 | 681 | 775 | 29 | 25 | 286 | 335 |
| Swedish | 403 | 409 | 3,672 | 4,357 | 95 | 177 | 1,254 | 1,937 |
| Norwegian | 991 | 1,127 | 11,751 | 13,344 | 312 | 435 | 4,480 | 5,414 |
| Danish | 248 | 197 | 2,791 | 3,080 | 131 | 149 | 1,756 | 1,883 |
| Polish | 24 | 16 | 225 | 254 | 19 | 11 | 178 | 124 |
| German | 307 | 440 | 3,947 | 4,491 | 200 | 228 | 2,405 | 2,632 |
| Dutch | 576 | 526 | 6,964 | 7,102 | 431 | 392 | 4,818 | 4,853 |
| Belgian | 185 | 160 | 2,120 | 2,235 | 139 | 157 | 1,660 | 1,825 |
| French | 301 | 300 | 4,416 | 4,467 | 137 | 117 | 2,772 | 2,698 |
| Spanish | 59 | 65 | 564 | 568 | 50 | 60 | 500 | 562 |
| Italian | 112 | 145 | 1,442 | 1,607 | — | 15 | 62 | 176 |
| Yugoslav | 10 | 4 | 123 | 117 | 10 | 8 | 76 | 79 |
| Greek | 208 | 209 | 2,120 | 1,902 | 55 | 76 | 621 | 801 |
| United States of America | 169 | 204 | 2,101 | 2,381 | 72 | 155 | 1,545 | 1,819 |
| Panamanian | 174 | 127 | 1,557 | 1,613 | 20 | 35 | 302 | 328 |
| Liberian | 728 | 607 | 7,070 | 8,281 | 43 | 39 | 423 | 578 |
| Other | 122 | 226 | 1,446 | 2,218 | 75 | 114 | 956 | 1,153 |
| Total foreign | 4,763 | 4,934 | 53,866 | 59,655 | 1,836 | 2,210 | 24,397 | 27,548 |
| TOTAL | 8,795 | 8,728 | 99,356 | 99,509 | 4,184 | 4,802 | 53,136 | 53,501 |
| Trading areas: | | | | | | | | |
| Irish Republic | 361 | 357 | 4,900 | 4,360 | 366 | 352 | 4,821 | 4,587 |
| Northern Europe (Foreign) | 2,049 | 2,162 | 23,697 | 24,229 | 1,539 | 1,899 | 18,792 | 19,883 |
| Europe (Atlantic) and Western Mediterranean Countries | 838 | 907 | 11,405 | 11,460 | 565 | 608 | 8,131 | 7,783 |
| Central and Eastern Mediterranean Countries | 1,300 | 1,228 | 11,538 | 12,160 | 120 | 158 | 1,441 | 1,596 |
| West and South Africa | 657 | 665 | 6,645 | 7,179 | 219 | 222 | 2,268 | 2,534 |
| East Africa, Persian Gulf, India | 1,000 | 1,017 | 12,435 | 13,364 | 229 | 245 | 2,580 | 2,190 |
| Eastern Asia and Islands in the Pacific | 198 | 193 | 2,131 | 2,417 | 177 | 173 | 2,016 | 2,036 |
| Australasia | 325 | 299 | 3,136 | 3,321 | 182 | 177 | 1,923 | 1,762 |
| North America (Atlantic Coast) | 1,061 | 991 | 11,758 | 11,638 | 494 | 659 | 7,777 | 8,104 |
| West Indies and Central America (Atlantic Coast) | 742 | 681 | 8,144 | 6,914 | 150 | 173 | 1,687 | 1,816 |
| South America (Atlantic Coast) | 129 | 144 | 1,761 | 1,658 | 77 | 84 | 987 | 761 |
| South and Central America (Pacific Coast) | 37 | 21 | 389 | 233 | 16 | 16 | 196 | 175 |
| North America (Pacific Coast) | 93 | 57 | 1,342 | 465 | 51 | 35 | 496 | 267 |
| Other areas | 4 | 7 | 71 | 109 | — | — | 20 | 7 |
| Total Commonwealth Countries (1) | 2,678 | 2,518 | 31,031 | 28,448 | 1,294 | 1,155 | 15,201 | 13,489 |
| Total Foreign Countries | 6,117 | 6,210 | 68,325 | 71,061 | 2,890 | 3,647 | 37,935 | 40,012 |
| TOTAL | 8,795 | 8,728 | 99,356 | 99,509 | 4,184 | 4,802 | 53,136 | 53,501 |

(1) Includes Irish Republic and South Africa.

## Table 3. Foreign trade arrivals and departures at principal ports, January-November

| Port | Arrived | | | | | | Departed | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | With cargo | | | With cargo and in ballast | | | With cargo | | | With cargo and in ballast | | |
| | 1965 | 1966 | | 1965 | 1966 | | 1965 | 1966 | | 1965 | 1966 | |
| | 1,000 net tons | 1,000 net tons | No. of vessels | 1,000 net tons | 1,000 net tons | No. of vessels | 1,000 net tons | 1,000 net tons | No. of vessels | 1,000 net tons | 1,000 net tons | No. of vessels |
| Blyth | 13 | 15 | 46 | 44 | 37 | 88 | 37 | 23 | 79 | 42 | 37 | 105 |
| Bristol | 3,574 | 3,551 | 1,581 | 3,700 | 3,645 | 1,643 | 549 | 484 | 493 | 3,268 | 3,656 | 1,531 |
| Cardiff | 1,450 | 1,235 | 546 | 1,686 | 1,629 | 824 | 459 | 474 | 420 | 1,902 | 1,774 | 853 |
| Dover | 3,705 | 3,676 | 3,075 | 8,552 | 9,023 | 7,512 | 3,577 | 3,358 | 2,597 | 8,532 | 8,814 | 7,301 |
| Falmouth (inc. Truro) | 66 | 55 | 35 | 835 | 1,349 | 264 | 9 | 53 | 37 | 1,206 | 1,857 | 311 |
| Folkestone | 748 | 790 | 661 | 1,165 | 1,176 | 904 | 565 | 666 | 595 | 1,206 | 1,076 | 881 |
| Grimsby (inc. Immingham) | 2,440 | 2,991 | 2,875 | 2,707 | 3,388 | 3,151 | 562 | 1,182 | 999 | 2,506 | 3,136 | 3,262 |
| Harwich | 4,270 | 4,646 | 3,513 | 4,536 | 4,943 | 3,792 | 4,433 | 4,749 | 3,584 | 4,574 | 4,965 | 3,795 |
| Holyhead | 1,540 | 1,423 | 991 | 1,619 | 1,528 | 1,049 | 1,524 | 1,431 | 981 | 1,600 | 1,540 | 1,047 |
| Hull | 4,238 | 4,383 | 3,677 | 4,522 | 4,692 | 4,004 | 1,492 | 2,026 | 2,513 | 4,403 | 4,570 | 3,890 |
| Lancaster | 217 | 295 | 51 | 242 | 318 | 79 | 19 | 46 | 32 | 214 | 254 | 59 |
| Liverpool | 13,940 | 13,600 | 4,996 | 16,395 | 15,812 | 6,075 | 6,732 | 6,319 | 3,924 | 16,699 | 16,234 | 5,980 |
| London | 26,545 | 26,201 | 13,126 | 33,308 | 33,087 | 15,867 | 13,154 | 13,172 | 9,278 | 31,773 | 32,649 | 16,128 |
| Manchester (inc. Runcorn) | 5,229 | 5,413 | 2,479 | 5,541 | 5,681 | 2,791 | 1,686 | 1,595 | 1,799 | 4,812 | 5,093 | 2,866 |
| Middlesbrough | 2,923 | 2,748 | 1,263 | 3,927 | 3,581 | 1,704 | 1,890 | 1,782 | 1,267 | 4,278 | 4,018 | 1,871 |
| Milford Haven | 5,638 | 6,517 | 374 | 6,657 | 7,285 | 788 | 882 | 940 | 375 | 6,253 | 7,112 | 739 |
| Newhaven | 941 | 758 | 846 | 1,033 | 809 | 898 | 869 | 746 | 833 | 992 | 788 | 887 |
| Newport (Mon.) | 1,130 | 1,275 | 550 | 1,723 | 1,725 | 836 | 985 | 876 | 741 | 1,954 | 1,948 | 974 |
| Plymouth | 248 | 302 | 431 | 583 | 401 | 674 | 157 | 331 | 410 | 588 | 588 | 700 |
| Southampton | 15,507 | 14,723 | 2,621 | 18,883 | 18,186 | 3,359 | 7,610 | 6,934 | 2,069 | 18,638 | 18,352 | 3,336 |
| Swansea | 773 | 532 | 347 | 2,041 | 1,779 | 1,160 | 2,002 | 1,796 | 1,465 | 2,418 | 2,208 | 1,593 |
| Tyne ports | 2,297 | 2,204 | 1,358 | 3,507 | 3,115 | 1,741 | 1,440 | 1,458 | 1,011 | 4,052 | 3,654 | 1,704 |
| Glasgow | 5,053 | 4,809 | 1,446 | 5,801 | 5,486 | 1,670 | 2,581 | 2,365 | 935 | 5,848 | 5,649 | 1,643 |
| Grangemouth | 856 | 1,161 | 1,052 | 1,393 | 1,586 | 1,315 | 1,157 | 1,239 | 987 | 1,484 | 1,759 | 1,290 |
| Greenock | 712 | 293 | 88 | 2,126 | 2,163 | 312 | 404 | 77 | 34 | 2,357 | 2,100 | 289 |
| Leith | 802 | 733 | 1,034 | 885 | 832 | 1,081 | 313 | 283 | 606 | 790 | 742 | 918 |
| Belfast | 2,033 | 1,831 | 1,183 | 2,149 | 2,043 | 1,364 | 514 | 403 | 542 | 1,869 | 1,646 | 1,045 |
| Other ports | 8,394 | 8,327 | 14,930 | 10,246 | 10,467 | 19,643 | 4,699 | 4,522 | 11,807 | 10,068 | 10,087 | 19747 |
| TOTAL | 115,284 | 114,481 | 65,175 | 145,803 | 145,765 | 84,588 | 60,294 | 59,333 | 50,413 | 144,322 | 146,309 | 84,745 |

(*Continued on next page*)

SHIPPING MOVEMENT AT UK PORTS, *continued*

**Table 4. Coasting trade arrivals and departures at principal ports, January-November**

| Port | Arrived | | | | | | Departed | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | With cargo | | | With cargo and in ballast | | | With cargo | | | With cargo and in ballast | | |
| | 1965 | 1966 | | 1965 | 1966 | | 1965 | 1966 | | 1965 | 1966 | |
| | 1,000 net tons | 1,000 net tons | No. of vessels | 1,000 net tons | 1,000 net tons | No. of vessels | 1,000 net tons | 1,000 net tons | No. of vessels | 1,000 net tons | 1,000 net tons | No. of vessels |
| Blyth | 20 | 6 | 32 | 1,885 | 1,353 | 1,885 | 1,859 | 1,342 | 1,822 | 1,884 | 1,361 | 1,866 |
| Bristol | 1,385 | 1,364 | 1,174 | 1,927 | 1,952 | 4,116 | 1,060 | 727 | 2,511 | 2,369 | 1,951 | 4,192 |
| Cardiff | 556 | 547 | 689 | 1,450 | 1,262 | 2,520 | 281 | 302 | 1,187 | 1,121 | 1,125 | 2,502 |
| Cowes | 1,832 | 2,049 | 10,186 | 4,294 | 4,016 | 18,637 | 1,707 | 1,930 | 9,263 | 4,287 | 4,333 | 20,011 |
| Falmouth | 158 | 147 | 183 | 700 | 954 | 697 | 100 | 110 | 410 | 235 | 309 | 611 |
| Hartlepool | 72 | 59 | 103 | 557 | 403 | 522 | 458 | 326 | 367 | 563 | 425 | 481 |
| Hull | 852 | 993 | 404 | 1,557 | 1,685 | 1,404 | 744 | 784 | 843 | 1,585 | 1,648 | 1,434 |
| Immingham | 633 | 757 | 224 | 1,339 | 1,734 | 1,023 | 873 | 1,298 | 859 | 1,438 | 1,841 | 1,108 |
| Lancaster | 1,483 | 1,160 | 779 | 1,795 | 1,354 | 1,187 | 1,250 | 1,335 | 1,147 | 1,513 | 1,538 | 1,299 |
| Liverpool | 3,006 | 2,570 | 2,427 | 4,257 | 3,747 | 3,960 | 2,843 | 2,318 | 3,136 | 4,398 | 3,900 | 4,170 |
| London | 6,864 | 6,441 | 5,118 | 8,783 | 8,415 | 7,934 | 2,146 | 2,509 | 2,734 | 9,286 | 9,174 | 8,059 |
| Manchester | 851 | 1,173 | 750 | 1,330 | 1,630 | 1,649 | 786 | 884 | 923 | 1,449 | 1,701 | 1,623 |
| Middlesbrough | 379 | 432 | 348 | 1,270 | 1,277 | 1,392 | 312 | 348 | 688 | 950 | 894 | 1,179 |
| Milford Haven | 253 | 296 | 83 | 3,025 | 3,505 | 1,333 | 3,253 | 3,669 | 1,353 | 3,439 | 3,953 | 1,434 |
| Newport (Mon.) | 352 | 372 | 1,193 | 561 | 605 | 1,410 | 28 | 20 | 34 | 421 | 434 | 1,272 |
| Portsmouth | 393 | 378 | 1,871 | 2,930 | 2,972 | 12,375 | 75 | 80 | 873 | 2,923 | 2,909 | 12,290 |
| Preston | 1,027 | 1,028 | 1,817 | 1,128 | 1,122 | 2,045 | 964 | 985 | 1,699 | 1,176 | 1,173 | 2,170 |
| Southampton | 3,015 | 2,904 | 9,435 | 5,322 | 5,321 | 11,851 | 4,567 | 4,654 | 10,018 | 5,392 | 5,373 | 11,849 |
| Sunderland | 243 | 173 | 193 | 1,589 | 1,352 | 1,483 | 1,236 | 1,080 | 1,173 | 1,522 | 1,278 | 1,429 |
| Swansea | 120 | 181 | 399 | 1,508 | 1,687 | 3,322 | 906 | 1,094 | 2,456 | 1,109 | 1,259 | 2,860 |
| Tyne ports | 635 | 667 | 157 | 3,466 | 2,941 | 1,923 | 1,712 | 1,414 | 1,354 | 2,993 | 2,525 | 1,961 |
| Glasgow | 1,155 | 1,172 | 955 | 1,933 | 1,865 | 1,515 | 848 | 747 | 877 | 1,809 | 1,652 | 1,524 |
| Belfast | 5,594 | 5,587 | 7,156 | 5,982 | 5,884 | 7,642 | 4,675 | 4,604 | 5,237 | 6,092 | 5,955 | 7,850 |
| Other ports | 12,468 | 11,949 | 26,330 | 17,582 | 16,799 | 40,406 | 9,170 | 8,383 | 15,771 | 17,401 | 16,401 | 39,488 |
| TOTAL | 43,339 | 42,406 | 72,006 | 76,170 | 73,834 | 132,231 | 41,851 | 40,942 | 66,735 | 75,358 | 73,110 | 132,662 |

**Table 5. Shipping movement at United Kingdom ports**

| Coasting Trade – Great Britain | Arrived | | | | Departed | | | |
|---|---|---|---|---|---|---|---|---|
| | No. of vessels | Total '000 net tons | Commonwealth (a) '000 net tons | Foreign '000 net tons | No. of vessels | Total '000 net tons | Commonwealth (a) '000 net tons | Foreign '000 net tons |
| With cargo: Month of November 1965 | 5,328 | 3,090 | 2,427 | 663 | 5,258 | 3,172 | 2,432 | 741 |
| Month of November 1966 | 6,141 | 3,469 | 2,846 | 622 | 6,016 | 3,528 | 2,757 | 771 |
| Eleven months ending November 1965 | 66,111 | 37,027 | 30,539 | 6,488 | 63,007 | 36,857 | 29,935 | 6,922 |
| Eleven months ending November 1966 | 63,054 | 36,117 | 27,610 | 8,507 | 60,485 | 36,017 | 27,019 | 8,998 |
| In ballast: Month of November 1965 | 4,485 | 2,621 | 2,082 | 540 | 4,699 | 2,557 | 2,069 | 489 |
| Month of November 1966 | 4,071 | 2,581 | 1,955 | 626 | 4,079 | 2,455 | 1,911 | 543 |
| Eleven months ending November 1965 | 63,483 | 32,383 | 26,463 | 5,920 | 65,668 | 31,602 | 26,498 | 5,105 |
| Eleven months ending November 1966 | 59,534 | 31,077 | 23,836 | 7,240 | 62,224 | 30,382 | 23,973 | 6,410 |
| **Coasting Trade – United Kingdom** | | | | | | | | |
| With cargo: Month of November 1965 | 6,125 | 3,657 | 2,924 | 733 | 5,813 | 3,622 | 2,843 | 780 |
| Month of November 1966 | 6,960 | 4,032 | 3,333 | 698 | 6,600 | 3,993 | 3,149 | 844 |
| Eleven months ending November 1965 | 75,273 | 43,339 | 36,341 | 6,998 | 69,330 | 41,851 | 34,537 | 7,314 |
| Eleven months ending November 1966 | 72,006 | 42,406 | 32,846 | 9,560 | 66,735 | 40,942 | 31,112 | 9,830 |
| In ballast: Month of November 1965 | 4,538 | 2,647 | 2,102 | 546 | 5,034 | 2,709 | 2,185 | 525 |
| Month of November 1966 | 4,140 | 2,624 | 1,986 | 637 | 4,420 | 2,620 | 2,049 | 571 |
| Eleven months ending November 1965 | 64,266 | 32,831 | 26,817 | 6,014 | 69,567 | 33,507 | 28,041 | 5,466 |
| Eleven months ending November 1966 | 60,225 | 31,428 | 24,069 | 7,358 | 65,927 | 32,168 | 25,379 | 6,789 |

(a) Commonwealth and Irish Republic.


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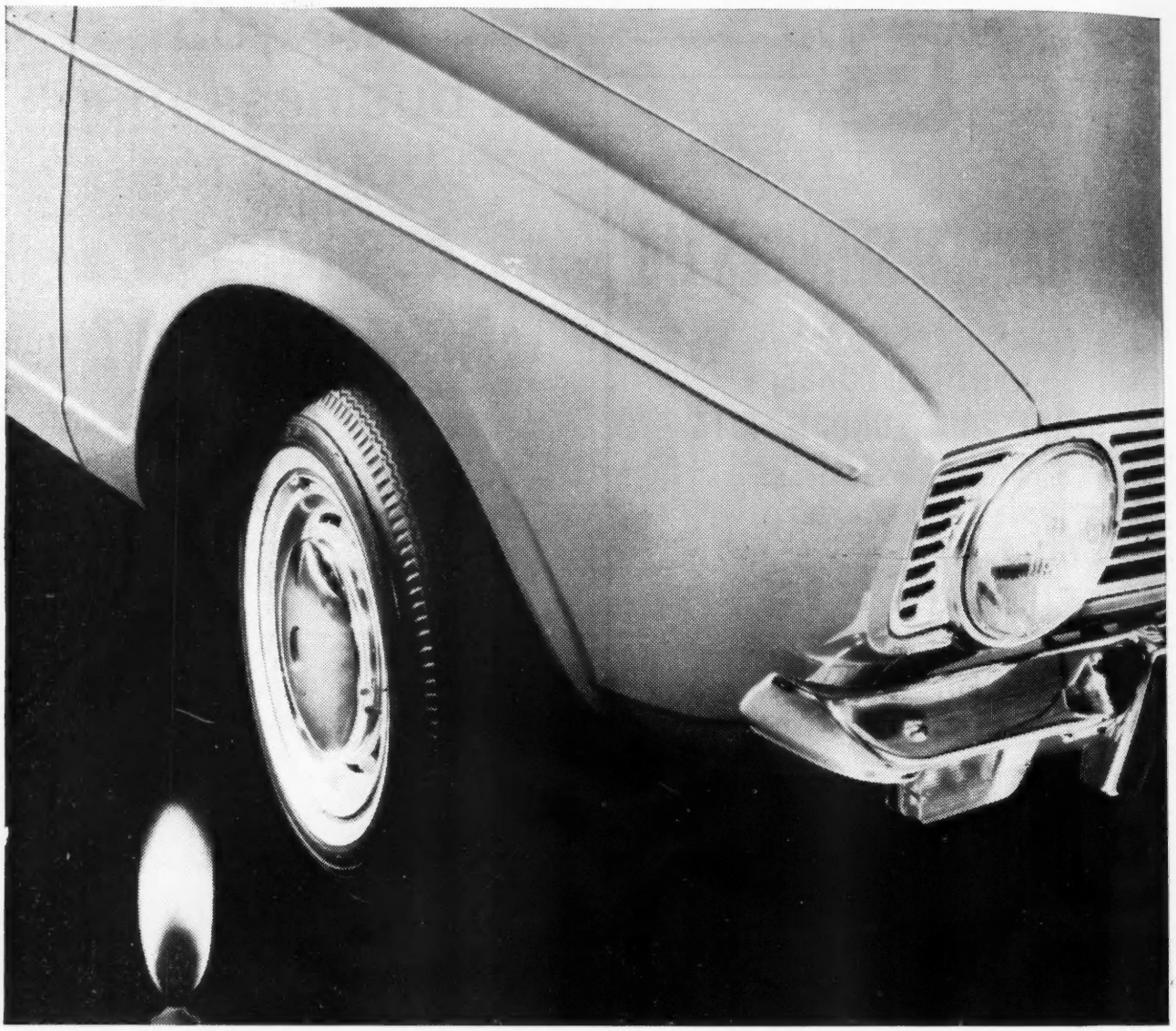

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# Orders in the footwear industry: a new series

A NEW SERIES of monthly figures of orders in the footwear industry is published for the first time in the accompanying table.

Since the beginning of 1964 a number of firms in the industry have been returning figures of their orders on hand, in terms of total pairage, each month to the Board of Trade and the Board wishes to thank contributing firms for their co-operation in supplying these figures. These returns cover about three-quarters of the industry in terms of pairage sales and from them estimates have been made of the orders on hand of the industry as a whole. From these estimates and the parallel series of deliveries, a series for net new orders is derived. It is important to stress that, since orders on hand are reported by total pairage only, this basis has been used for all the series without allowance for the differing values of the various types of footwear. This should be borne in mind when interpreting the three series as the commodity mix of deliveries and orders can vary markedly from period to period. The deliveries series differs from the estimates of the volume of output calculated for the index of industrial production as the latter, but not the former, allow for these changes.

Orders and deliveries in the industry each appear to follow fairly clear but rather different seasonal patterns. As a result order books vary but normally represent between two and three months' deliveries. In the spring the rate of new ordering is high and exceeds deliveries: orders on hand increase, reaching a peak by the late spring. During the summer deliveries exceed new orders and by the end of the summer order books are at their lowest level. New orders increase sharply in the autumn, exceeding rates of delivery, before both fall to low levels in the winter months.

Order books in the first half of 1966 were running above the comparable levels of 1965. From July onwards new orders were sharply below their 1965 levels and, despite the fall in the rate of deliveries, order books were running below the 1965 level. At the end of the year orders on hand were 15 per cent less than at the end of 1965 and 6 per cent less than at the end of 1964.

In January 1967 net new orders were 16 per cent more than in January 1966 and the rate of deliveries 5 per cent less. Orders on hand fell slightly and were 9 per cent less than a year ago.

**Orders in the footwear industry (a)**

| | Orders-on-hand (end of period) | Net new orders | Deliveries |
|---|---|---|---|
| | Million pairs | | |
| 1964 | 35·8 | .. | 16·8 |
| 1965 | 39·9 | 16·8 | 16·5 |
| 1966* | 33·8 | 15·7 | 16·2 |
| 1964 1st quarter | 49·8 | .. | 17·0 |
| 2nd quarter | 52·5 | 17·4 | 16·5 |
| 3rd quarter | 32·4 | 10·7 | 17·4 |
| 4th quarter | 35·8 | 17·8 | 16·6 |
| 1965 1st quarter | 36·7 | 16·5 | 16·2 |
| 2nd quarter | 42·9 | 17·9 | 15·8 |
| 3rd quarter | 32·8 | 13·3 | 16·7 |
| 4th quarter | 39·9 | 19·6 | 17·3 |
| 1966 1st quarter | 40·4 | 17·5 | 17·4 |
| 2nd quarter | 46·5 | 17·4 | 15·4 |
| 3rd quarter | 28·7 | 10·2 | 16·1 |
| 4th quarter* | 33·8 | 17·7 | 16·0 |
| 1964 January | 42·6 | .. | 15·7 |
| February | 47·4 | 23·1 | 18·3 |
| March | 49·8 | 19·4 | 17·0 |
| April | 53·7 | 20·6 | 16·7 |
| May | 56·1 | 18·3 | 15·9 |
| June | 52·5 | 13·3 | 16·9 |
| July | 46·1 | 9·2 | 15·6 |
| August | 40·5 | 9·9 | 15·5 |
| September | 32·4 | 12·9 | 21·0 |
| October | 33·5 | 20·2 | 19·1 |
| November | 35·8 | 20·7 | 18·4 |
| December | 35·8 | 12·4 | 12·4 |
| 1965 January | 33·7 | 12·1 | 14·2 |
| February | 34·6 | 17·8 | 16·9 |
| March | 36·7 | 19·5 | 17·4 |
| April | 38·8 | 17·0 | 14·9 |
| May | 45·0 | 22·6 | 16·4 |
| June | 42·9 | 14·1 | 16·2 |
| July | 40·7 | 11·8 | 14·0 |
| August | 36·0 | 10·6 | 15·3 |
| September | 32·8 | 17·5 | 20·7 |
| October | 33·2 | 20·1 | 19·7 |
| November | 40·3 | 24·6 | 17·5 |
| December | 39·9 | 14·2 | 14·6 |
| 1966 January | 36·6 | 12·2 | 15·5 |
| February | 36·4 | 18·6 | 18·8 |
| March | 40·4 | 21·8 | 17·8 |
| April | 43·7 | 19·0 | 15·7 |
| May | 46·8 | 18·8 | 15·7 |
| June | 46·5 | 14·5 | 14·8 |
| July | 39·3 | 8·0 | 15·2 |
| August | 34·5 | 9·4 | 14·2 |
| September | 28·7 | 13·2 | 19·0 |
| October* | 30·2 | 19·6 | 18·1 |
| November* | 34·7 | 22·2 | 17·7 |
| December* | 33·8 | 11·2 | 12·1 |
| 1967 January* | 33·3 | 14·2 | 14·7 |

(a) The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

# Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in January showed a decrease of 6 per cent on a year earlier, compared with decreases of 14 per cent and 6 per cent respectively in December and November.

The value of stocks at the end of January was 15 per cent higher than a year earlier.

**Notes:**

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. City 4444).

**Analysis by department**

| | Sales | Stocks (b) |
|---|---|---|
| | January 1967 | January 1967 |
| Women's knitted outerwear, blouses and skirts | 89·4 | 128·2 |
| Women's coats, costumes, furs and raincoats | 83·7 | 111·3 |
| Women's underwear | 83·9 | 108·3 |
| Women's hose and children's socks | 92·5 | 130·6 |
| Women's millinery | 79·5 | 87·2 |
| Haberdashery, ribbons and wool | 91·0 | 108·9 |
| Children's wear | 92·7 | 110·5 |
| Men's and boys' shirts, pyjamas and outfitting | 99·4 | 116·8 |
| Gloves | 70·8 | 85·7 |
| Piece-goods and nets | 80·6 | 97·5 |
| Household textiles | 93·8 | 89·1 |
| Floor-coverings, furniture and hardware | 104·6 | 98·5 |
| Grand total (a) | 93·7 | 115·0 |

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

**Total sales and stocks**

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

| | Value of sales (Total Home Trade) | | Value of stock (at end period) (b) | |
|---|---|---|---|---|
| | | % | | % |
| 1965 Year | 113 | +1 | .. | .. |
| 1966 Year | 110 | —3 | .. | .. |
| 1966 1st quarter | 100 | +2 | 146 | — 3 |
| 2nd quarter | 100 | —3 | 137 | Nil |
| 3rd quarter | 111 | —2 | 161 | + 8 |
| 4th quarter | 128 | —7 | 140 | +18 |
| 1966 January | 71 | +4 | 124 | — 4 |
| February | 92 | +2 | 142 | — 4 |
| March | 138 | +1 | 146 | — 3 |
| April | 104 | —7 | 140 | — 2 |
| May | 103 | —2 | 143 | — 1 |
| June | 93 | +1 | 137 | Nil |
| July | 79 | Nil | 147 | + 3 |
| August | 104 | +3 | 159 | + 3 |
| September | 149 | —6 | 161 | + 8 |
| October | 144 | —3 | 150 | +11 |
| November | 133 | —6 | 149 | +14 |
| December | 107 | —14 | 140 | +18 |
| 1967 January | 67 | —6 | 143 | +15 |

Percentage of corresponding values for 1966.

# Balance of payments: 4th quarter 1966 and 1966 as a whole

THE TREASURY have announced preliminary balance of payments figures that will be published in more detail in the March issue of *Economic Trends*, due to be issued around April 6, together with the usual Appendix: 'Economic Report for 1966'.

There was a surplus of £121 million on current and long-term capital transactions in the fourth quarter of 1966, by far the best result since 1959. Largely because of the sharp improvement in the closing months of the year the deficit in 1966 as a whole, at £189 million, was just over half that in 1965 when the deficit was £348 million, and continued the marked improvement from the deficit of £761 million in 1964. Whilst temporary or erratic influences made some contribution to the exceptionally good outcome in the fourth quarter, it seems clear that by the end of 1966 the balance of payments had moved far towards reaching a position of underlying surplus.

The surplus in the 4th quarter of 1966 arises basically from a large surplus of £151 million on visible trade. This is usually a seasonally good quarter; but even on a seasonally adjusted basis, the surplus was as high as £112 million, compared with a quarterly deficit averaging £83 million in January-September 1966.

**UK balance of payments**

£ million

| | Year | | | 4th qtr. |
|---|---|---|---|---|
| | 1964 | 1965 | 1966 | 1966 |
| Imports (f.o.b.) | 5,014 | 5,053 | 5,248 | 1,244 |
| Exports and re-exports (f.o.b.) | 4,471 | 4,784 | 5,110 | 1,395 |
| Visible balance | −543 | −269 | −138 | +151 |
| Invisibles | +150 | +160 | + 77 | + 6 |
| Current balance | −393 | −109 | − 61 | +157 |
| Balance of long-term capital | −368 | −239 | −128 | − 36 |
| Balance of current and long-term capital | −761 | −348 | −189 | +121 |

# Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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*Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in* 1855 *under the name of the Patent Office Library, but he was clearly in sympathy with its function.* 135,000 *people in* 1965 *came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including* 9,000 *current periodicals, are freely open to the public without formality. Photocopies at* 9*d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

# Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964 during the week ended Friday, March 17, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| **BRITISH** | | | | | |
| The Persecution and Assassination of Jean-Paul Marat as Performed by the Inmates of the Asylum of Charenton under the Direction of the Marquis de Sade | Br/E 32135 | 116 | March 13 | United Artists Corp. Ltd. | Marat Sade Productions Ltd. |
| The Changing Forest | Br/E 32136 | 27 | March 13 | Rank Film Distributors Ltd. | Pilot Films Ltd. |
| The Buccaneers | Br/E 32137 | 25 | March 13 | " " | Drummer Films Ltd. |
| Payment in Kind | Br/E 32140 | 30 | March 14 | Warner-Pathe Distributors Ltd. | Merton Park Productions Ltd. |
| Land of the Three Rivers | Br/E 32141 | 21 | March 14 | Columbia Pictures Corp. Ltd. | Rayant Pictures Ltd. |
| The Magnetic North | Br/E 32151 | 29 | March 15 | Data Film Distributors Ltd. | Commonwealth Film Unit, Australia. |
| Trawler Captain | Br/E 32152 | 14 | March 15 | Warner-Pathe Distributors Ltd. | Guild House Films Ltd. |
| Pathe Pictorial Series 638/650: | | | | | |
| *Pathe Pictorial No.* 638 | Br/E 32153 | 8 | March 15 | " " | Associated British-Pathe Ltd. |
| *Pathe Pictorial No.* 639 | Br/E 32154 | 8 | March 15 | " " | " " |
| *Pathe Pictorial No.* 640 | Br/E 32155 | 8 | March 15 | " " | " " |
| The Whisperers | Br/E 32156 | 106 | March 15 | United Artists Corp. Ltd. | Seven Pines Productions Ltd. |
| Pathe Pictorial Series 638/650: | | | | | |
| *Pathe Pictorial No.* 641 | Br/E 32157 | 8 | March 17 | Warner-Pathe Distributors Ltd. | Associated British-Pathe Ltd. |
| *Pathe Pictorial No.* 642 | Br/E 32158 | 9 | March 17 | " " | " " |
| *Pathe Pictorial No.* 643 | Br/E 32159 | 8 | March 17 | " " | " " |
| Pathe News 67-21 | Br/E 31950 | 7 | March 17 | " " | " " |
| Pathe News 67-22 | Br/E 31951 | 8 | March 17 | " " | " " |
| Movietone News 1970 | Br/E 31884 | 8 | March 17 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 1970A | Br/E 31885 | 8 | March 17 | " " | " " |
| **FOREIGN** | | | | | |
| Adios Gringo | F 32130 | 98 | March 13 | Ranworth Film Services Ltd. | Fono Roma, Rome, Trebol Films C.C., Madrid, and Les Films Corona, Paris. |
| The Beary's Family Album, Window Pains | F 32131 | 6 | March 13 | Rank Film Distributors Ltd. | Universal International Films Inc. |
| Operation Shanghai | F 32132 | 6 | March 13 | " " | " " |
| Have Gun, Can't Travel | F 32133 | 6 | March 13 | " " | " " |
| My Wife's Husband | F 32134 | 77 | March 13 | United Artists Corp. Ltd. | Les Films Corona S.A., Paris. |
| Carnival of Souls | F 32138 | 75 | March 14 | Tony Tenser Films Ltd. | Herts-Lion International Corp. |
| Tower of London | F 32139 | 78 | March 14 | " " | Admiral Pictures Inc. |
| Second Breath (Le Deuxieme Souffle) | F 32142 | 150 | March 15 | Miracle Films Ltd. | Felix Films and Productions Montaigne, Paris. |
| Venus of the North | F 32143 | 15 | March 15 | " " | Werner Kunz Film Production, Zurich. |
| Go Go Amigo | F 32144 | 7 | March 15 | Warner-Pathe Distributors Ltd. | Warner Brothers Pictures Inc. |
| Corn on the Cop | F 32145 | 7 | March 15 | " " | " " |
| A Sheep in the Deep | F 32146 | 7 | March 15 | " " | " " |
| Dumb Patrol | F 32147 | 7 | March 15 | " " | " " |
| Legions of the Nile | F 32148 | 90 | March 15 | Twentieth Century-Fox Film Co. Ltd. | Alexander P.C., Rome, Atenea Films, Madrid, and Lyre C.F.P.C., Paris. |
| The Phantom Skyscraper | F 32149 | 7 | March 15 | " " | Terrytoons Inc. |
| Seduced in Sodom | F 32150 | 105 | March 15 | Sebricon Productions Ltd. | Film Festival Francais, Paris. |

**AMENDMENT**
The playing time of the film 'Is Paris Burning?' (F 32027) registered on January 19, 1967, has been amended to 138 minutes.

## Bank Rate reduced: new analysis of advances

THE BANK RATE was reduced by ½ per cent to 6 per cent last week.

The Bank of England announced last week the first of a new quarterly analysis of bank advances, which replaces the analysis published by the British Bankers' Association until November 1966. This new analysis, which is described in detail in an article in the Bank of England's *Quarterly Bulletin* for March, 1967, is based on the Standard Industrial Classification: there are 25 categories grouped under the broad headings of manufacturing, other production, financial, services, personal and overseas. For the first time, all banks in Great Britain which contribute to the normal banking sector statistics are included in the analysis, and separate figures are given for London clearing banks, Scottish banks and other banks. The last group – which covers the accepting houses, overseas banks and other domestic banks – accounts for nearly one third (£2,258 million of £7,319 million) of the new total of advances. The analysis includes advances in non-sterling currencies, which are especially important for the accepting houses and overseas banks.

## Standard regions for statistical purposes

A LEAFLET on *Standard Regions for Statistical Purposes with Note on Changes*, Central Statistical Office, February 1967, is available free of charge from Statistics Division, Board of Trade, Room 257, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3048). This leaflet reproduces Appendix I of the Supplement to the *Monthly Digest of Statistics on Definitions and Explanatory Notes*, January 1967 (HMSO 3s.), and relates to the changes in the standard regions for statistical purposes which were described in the *Board of Trade Journal*, December 31, 1965, page 1567.

## DEA 'Progress Report'

THE MARCH 1967 issue of DEA *Progress Report* was published on March 16. The articles in the current issue are as follows.

Economic section: Imports since 1964; Freightliner Trains. Industrial and Regional section: Water Resources; Notes from the EDCs; Future demand for process plant.

## Aircraft noise at Heathrow airport

MONITORING OF THE NOISE of departing turbo jet-engined aircraft and of the height of arriving aircraft at Heathrow Airport, London, continued during the fourth quarter of 1966. The results are set out below, together with comparable figures for the same period in earlier years. It will be seen there is a return to the normal levels compared with 1965 when there were adverse factors which affected both noise and height monitoring results.

### Departing aircraft

11,316 jet aircraft day departures were monitored by the Board's Noise Monitoring Unit during the quarter. Of these, 0.8 per cent exceeded the permitted daytime limit of 110 perceived noise decibels. 475 jet aircraft night departures were monitored, and of these, 2.1 per cent exceeded the permitted noise level of 102 perceived noise decibels.

Comparable figures for the fourth quarter of previous years are given in the following table:

| Year (fourth quarter) | Day departures monitored | Percentage Infringement | Night departures monitored | Percentage Infringement |
|---|---|---|---|---|
| 1961 | 3,063 | 8·5 | 86 | 10·4 |
| 1962 | 5,355 | 1·5 | 136 | 2·2 |
| 1963 | 7,084 | 1·7 | 224 | 4·0 |
| 1964 | 7,825 | 0·9 | 306 | 1·3 |
| 1965 | 9,392 | 2·6 | 396 | 5·0 |
| 1966 | 11,316 | 0·8 | 475 | 2·1 |

### Arriving aircraft

During the same quarter 1,528 aircraft were monitored by radar during their approach to the runway to check whether they came below the correct approach angle of 3°; 0.7 per cent did so. Comparable figures for previous years are as follows:

| Year (fourth quarter) | Approaching Aircraft monitored | Percentage Infringement |
|---|---|---|
| 1962 | 1,372 | 1·9 |
| 1963 | 1,948 | 0·9 |
| 1964 | 1,038 | 0·3 |
| 1965 | 1,157 | 1·6 |
| 1966 | 1,528 | 0·7 |


## BRITISH-AMERICAN TOBACCO COMPANY LIMITED

B·A·T

REPORT 1966

| PROFIT SUMMARY | 1966 £ millions | 1965 |
|---|---|---|
| Group Profit before Taxation ... | 101.6 | 90.4 |
| Group Profit after Taxation ... | 59.4 | 47.6 |
| B.A.T.'s Interest therein ... ... | 53.0 | 42.2 |
| Retained by Subsidiaries ... | 26.9 | 22.3 |
| B.A.T. Net Profit (including dividends from Subsidiaries) ... | 26.1 | 19.9 |
| Dividends (4/- gross per Ordinary stock unit for both 1966 and 1965) | 19.8 | 14.5 |
| GROUP NET ASSETS | 444.1 | 414.7 |

*If you would like a copy of the Report and Accounts for 1966 and a copy of Mr. D. R. N. Clarke's speech at the Annual General Meeting held on 16th March, 1967, please write to The Secretary at 7 Millbank, London S.W.1*

*Extracts from Mr. D. R. N. Clarke's speech:*

Group turnover shows an increase compared with the previous year of just over £100 million to £968 million. Rather more than half the turnover is represented by tobacco taxation.

In the year to 30th September 1966 the Company's net favourable contribution to the UK balance of payments was over £37 million. The major portion of these earnings accrues from dividends from subsidiary and associated companies overseas.

It is the policy of the Group while developing the tobacco business wherever possible, to seek interests in other industries where our financial resources, management skills and great experience in overseas markets can be profitably employed. We are therefore pleased that our offers for the share capital of Yardley & Co. Ltd. were brought to a satisfactory conclusion on 10th March, when we were assured of immediate control of that company.

Over the last two years Group profit before taxation has been increased by one-third, but it would be optimistic to assume continuing expansion at this high rate. However, overall sales for the five months to February 1967 show an advance over those for the comparable period last year, although there has been some decline in the rate of gain. I look for a modest improvement in the total volume of Group sales for the year. I expect that the proportion of Group profits attributable to B.A.T. and its UK subsidiaries will be no less than last year. To maintain a dividend of 4/- gross per unit of stock will cost an additional £4,550,000 in income tax payable to the Inland Revenue. We remain, however, reasonably confident that our resources will be adequate at least to maintain the current rate of dividend in the foreseeable future provided there is no substantial increase in the burden of taxation.

## REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Counsellors abroad have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2. (Telephone Holborn 3422).

**National Conference on Air Pollution,** by H. K. Bourne. 6 pages. *UKSM report no.* 67/3. This report summarizes the meetings of panels held during the 1966 National Conference on Air Pollution, to discuss air pollution caused by motor vehicles, heat and power generation, industrial operations and solid waste disposal.

**Air Pollution from Motor Vehicles,** by H. K. Bourne. 8 pages. *UKSM report no.* 67/4. The effect of the regulations on vehicle exhaust emissions in California is discussed. Although many control devices have already been fitted, the reduction in air pollution is disappointingly small due mainly to the large number of uncontrolled used cars. The new Federal regulations which will apply to all new cars will have to be considerably more strict than those now existing in California if further increase in air pollution is to be avoided.

**Transportation Bulletin No. 3,** by H. K. Bourne. January 1967. 12 pages.

**Notes on a Symposium on Technology and World Trade sponsored by the Secretary of Commerce of the United States.** National Bureau of Standards, Gaithersburg, Maryland. November 16-17, 1966, by R. G. Voysey. 16 pages. *UKSM report no.* 66/76.

**Some Further Thoughts on Lead Pollution,** by D. L. Griffiths. 4 pages. *UKSM report no.* 67/6. This report records details of discussions held at the Taft Center, Cincinnati, Ohio, on the present position with regard to the determination of lead in air and water. While the results for lead in the latter medium are reliable and well-established, the accuracy of data on the lead content of air collected over the last decade is now in question. Some details of improved analytical methods are included.

**Peanut Research in Georgia,** by D. L. Griffiths. 8 pages. *UKSM report no.* 67/7. During a visit to Georgia in November 1966, the opportunity was taken to revisit the Georgia Coastal Plain Experiment Station to discuss recent peanut research activity there. Information obtained on the Fourth National Peanut Research Conference is also included in this report, as well as some data on the new systematic fungicides marketed by the US Rubber Company, found to be effective on peanuts in Georgia.

**The Advanced Waste Treatment Research** Programme, by D. L. Griffiths. 5 pages. *UKSM report no.* 67/8. This report consists of a brief description of visits made to the Robert A. Taft Sanitary Engineering Center, Cincinnati, Ohio, and the Lebanon Pilot Plant Facility, Lebanon, Ohio, to discuss aspects of the Advanced Waste Treatment Research Programme, which now comes under the Federal Water Pollution Control Administration of the Department of the Interior.

**The World Weather Watch,** by H. K Bourne. 8 pages. *UKSM report no.* 67/9. Weather forecasters have for long been handicapped by a deficiency in meteorological observations, especially over the oceans and over sparsely populated land masses. The international project of the World Weather Watch will make good this deficiency by providing meteorological data on a daily global basis which should enable the weather to be forecast more accurately for a longer period ahead. A prerequisite to the World Weather Watch is for a better understanding of atmospheric circulation. This will be obtained as a result of measurements made in the Global Atmospheric Research Project planned for 1972 and on which work has already started.

**The Southeast Water Laboratory,** by D. L. Griffiths. 6 pages. *UKSM report no.* 67/10. The Southeast Water Laboratory is one of the new research and development laboratories set up as part of the effort to control water pollution in the United States. This report discusses some of the projects being undertaken including the effect of pesticides on fish and the definite indentification of pesticides in water. Some details of the Federal Water Pollution Control Administration are also given.

**Implications of the New Horizons in Research on Weather Modification,** by H. K. Bourne. 4 pages. *UKSM report no.* 67/11. The chances of achieving some degree of weather modification are improving as a result of modern methods of research and technological advances. A considerable increase in effort in this field on a national scale is expected in the next few years. This report discusses the possibilities of being able to modify the weather, and the implications if this is achieved.

# Regional Organization of the Board of Trade

*For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below*

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## Exhibitions and Fairs

# *Britain returns to Lyons Fair*

**A report by the Commercial Department, British Consulate-General, Lyons**

FOLLOWING LAST YEAR'S successful participation, which served as a prelude to the British Week in October, Britain was again the largest official foreign exhibitor in the International Fair held this month in Lyons, France's second city. Thirty-eight firms were grouped together in two halls under the Board of Trade joint venture scheme, five members of the Business Equipment Trade Association similarly exhibited together in the office equipment section and several British firms were prominent in other sections of this vast fair.

Lyons International Fair, celebrating its 50th anniversary next year (March 23-April 1, just after the Grenoble Winter Olympics) is obviously holding its own against both the other European international general trade fairs and the increasingly popular specialized shows. It draws both the trade buyers and the general public in great numbers. In nine days of activity, in spite of coinciding with the rival attraction of the French general election campaign, some 600,000 visitors passed through the gates, including 10,000 foreign buyers, notably from Switzerland, West Germany, Italy, Belgium, Spain and North Africa. It is with some justification that Lyons prides itself on being a European crossroads and a major gastronomic centre, both factors giving some satisfaction to British visitors. The fair is also lucky in having a splendid central site on the left bank of the Rhône, its outdoor agricultural and public works sections dramatically silhouetted against the hillside of the Croix-Rousse.

British commercial activity in this fastest growing region of France, the Rhône-Alpes, has increased dramatically in the last few years. A survey of commercial opportunities carried out in depth by the Export Council for Europe early in 1965 led to the major British Week of last October. The encouraging results of this promotion, in both the retail and capital goods fields, confirmed that the market is ready for a wide variety of British products.

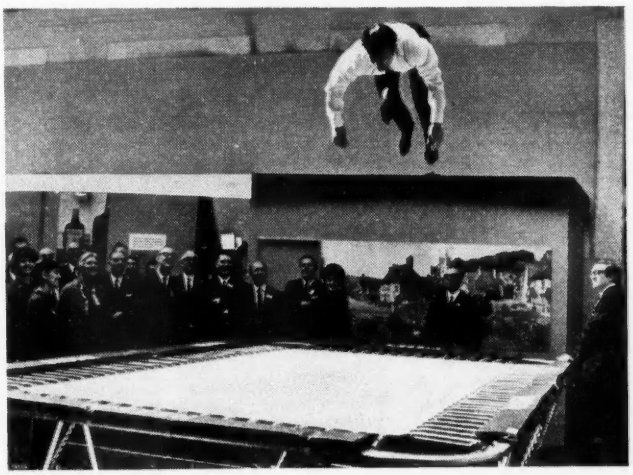
### Studying the market

It is essential, as always, that British exporters study the market closely to confirm that their designs and prices are acceptable and that their marketing techniques are right for this particular market. The recent Lyons Fair provided an ideal opportunity for the newcomer to undertake this type of study and the British exhibitors who had taken the plunge were not disappointed. For some, this joint venture formed an introduction to exporting. One such firm, making sports trophies and medals, obtained two outlets in Lyons, one of which will represent them in the whole region. Their personal visit was essential both in making this contact and correctly ascertaining lines which would sell.

Another, manufacturing veterinary pharmaceutical products, are hopeful that their first participation in a fair in France will lead to a firm contract to manufacture some of their lines under licence and market others. Another firm came to the Continent for the first time with a range of newly developed, robust and highly competitive core-blowing machines for foundries. In spite of technical language difficulties, they have found a local agent and had an interesting inquiry from a Spanish stockist which they intend to follow up. Successes in the industrial field were also achieved by firms showing industrial marking equipment, food processing equipment and garage doors and folding partitions. The latter have recently won a tender for heavy duty doors for a French artillery barracks, surely indicating that, with the right quality and price, nothing is impossible for the adventurous British exporter.

Many exhibitors, particularly with consumer products, were not newcomers to South East France, and they came to Lyons to support their local agents and to keep their names before the public eye. Foodstuffs were prominent, especially biscuits, sauces and confectionery, and the stands offering tea, beer and whisky were sure of success. One firm were astounded at their success and their sales of cigarettes surpassed their most optimistic estimates. Several firms exhibiting electrical appliances and domestic heaters also successfully consolidated positions pioneered for the British Week. One firm, manufacturing heavy duty oil burning industrial air heaters, found that the fair coincided with the start of production of a range specially designed for the European market, selling at half the price of their continental competitors. They had many serious trade inquiries and will shortly make a decision whether to appoint a local stockist or accept an offer to manufacture under licence or assemble in France.

Large scale British participation in the Lyons International Fair two years running, sandwiching a major British Week, has set the ball rolling for dramatic increases of British exports to this important French provincial market. The daily direct flights (five days a week) between London and Lyons to be inaugurated next month, should boost direct personal contacts, the only sure formula for success in this market.



*Sir Patrick Reilly, British Ambassador to France, was a distinguished visitor to the Lyons International Fair on British Day when he visited the many British stands. On the left he tries his hand with a Speedry marker, watched by Mr. Chappell of Speedry Products Ltd. (right): on the right Sir Patrick joins the crowd watching a trampoline demonstration staged by another exhibitor, Nissen Trampoline Ltd. Britain was the largest overseas exhibitor at the fair, which provided excellent opportunities both for the consolidation of gains made through last October's British Week in the city and for companies making their first entry into this potentially valuable market.*

## Lord Walston to visit Metz 'Shopping Week'

LORD WALSTON, Parliamentary Secretary, Board of Trade, will visit Metz, principal city in north east France, on April 5 during the British Shopping Week which will be held there from March 29 to April 9, concurrently with the international consumer goods trade fair, EXPOMETZ. This fair is one of the largest consumer goods exhibitions in France and will attract a great number of visitors to Metz during the Shopping Week.

More than 150 shops will be featuring special displays of British consumer goods during the Shopping Week, which was locally generated and is being organized by a committee under the chairmanship of the Mayor of Metz with the full co-operation of the Board of Trade and the London Chamber of Commerce. The streets and shops will be decorated with display material supplied by the Board of Trade, who have also provided many of the supporting events.

Lord Walston will call on M. Laporte, the Prefect of the Region of Lorraine and Moselle, and will tour the shopping area and the EXPOMETZ trade fair, where he will attend a reception at 'La Maison Anglaise' – a display of nine-room settings organized by the London Chamber of Commerce under the Board of Trade's joint venture scheme, in which 100 British manufacturers will show some 400 consumer products. The room settings will be: a kitchen, dining-room, lounge, bedroom, study, bathroom, nursery, entrance hall, and workshop and patio in which garden furniture will be displayed.

Lord Walston will also attend a football match between Metz and a British professional team.

## Record number of British firms prepare for British Week, Toronto—

SEVEN MONTHS before the British Week in Toronto opens on October 12, over 1,300 British firms have so far expressed their positive interest in this major promotion of British consumer goods.

This figure, which is already a record for participation in any British Week, is increasing daily.

Manufacturers of foodstuffs, clothing and domestic hardware and fancy goods head the list so far. Other products which will be well in evidence at Toronto are chemists sundries, china, earthenware and glass, books and periodicals, footwear, furniture, leathergoods, hand tools, etc., dress materials, domestic electrical and gas equipment, cutlery and flatware, carpets and floor coverings, antiques and works of art, domestic cleaning and polishes, haberdashery, jewellery, gold and silver plate, musical instruments, lamps and lampshades, hats, and domestic plumbing equipment.

The British Week in Toronto – the first major British Week to be held on the American continent – will be on a larger scale than any that has yet been staged. The 'target area' of the city contains 86 full-sized department stores and 290 supermarkets, and includes a large number of shopping plazas. Staff from the British Week Office (at 200 University Avenue, Toronto, 1) have undertaken a vast programme of visits to these and other retail outlets, and already 1,500 retailers have indicated their eagerness to participate by selling British goods.

*Some of the Belgian retailers who were invited over to IMBEX (International Men's and Boys' Wear Exhibition) by the British Menswear Guild in preparation for the British Week are seen on the Chester Barrie stand at the exhibition. From left to right are Messieurs Bouvy, of Charles Bouvy; De Favereau, of Deman in Liège; Madame de Keghel, of Church's English Shoes; Mr. R. P. Mitchell, director of the Guild; Monsieur Deshayes, of Butch and Cooper; Mr. M. Ackerman, of Chester Barrie Ltd., vice-chairman of the Guild; Monsieur Deman, of Maison Deman; Mr. D. P. Rose, of Bonsoir Ltd., chairman of the Guild; and Messieurs Ghysels, of Old England; and P. Dierckx, of Maison Dierckx.*

## Leading Belgian menswear retailers invited to London

FIFTEEN well-known Brussels menswear retailers, including members of the Selection Group, recently visited London at the joint invitation of the British National Export Council and of the British Menswear Guild, a group of leading British manufacturers and exporters of fine quality menswear, who will be co-operating with these stores and several others during the forthcoming British Week in Brussels.

The visit was timed to coincide with the International Men's & Boys' Wear Exhibition at Earls Court from February 27 to March 3, where the members of the Guild exhibit together in a joint pavilion. The retailers were invited to visit the Guild members in their pavilion and select merchandise for the British Week.

The chairman and director of the Guild state that they have received several very enthusiastic letters of thanks from their guests, including one on behalf of the selection group from M. J. Bouvy, thanking them for a 'perfect' visit.

## —and from Brussels . . . .

WITH 28 WEEKS to go before the opening of the British Week in Brussels on September 27, the Publicity Manager gives the following account of mounting enthusiasm by businessmen in the city:

Already firm participation in the British Week is known to be coming from all over Britain – including, among others, firms from Bucks, Cambridge, Cumberland, Dorset, Lancashire, Leicestershire, London, Middlesex, Northants, Northumberland, Somerset, Staffordshire, Surrey, Warwickshire, Yorkshire, Scotland and Wales.

Against this good news, how are the Brussels shops responding? M. de Greef, owner and dealer in high-quality china and glassware, says: 'Knowing many British manufacturers of china and glassware – and their excellent quality – my frank opinion is that, if they will only take the trouble to visit the Continental and Belgian markets more often and make the extra effort to cultivate contacts, I am sure they will not regret the time and expense involved. In this context the British Week promotion presents great opportunities for British industry.'

M. R. Van Gansbeke, owner of a high-class men's outfitters, is also encouraging: 'When my many well-to-do customers think of high-quality men's clothing, they think of Britain. Knowing this, I feel that the British have only to make a really concentrated effort in Belgium to open up fresh and profitable markets in which to sell their clothing products.'

And so far as the big stores are concerned, the following fact speaks volumes: one of the largest Brussels stores sent four head buyers to observe the British Week in Lyons in October – and, after only a morning there, they telephoned for the store's chief window-dresser to join them; and he did.

Agents are very important in the British Week context and M. George Gaisse, a leading Brussels agent, has this to say: 'The British Week will now clearly be a great event, from which good results can be expected. Our main hope is that manufacturers will continue their efforts after the Week itself. The important requirements are that the Brussels agents should now start contacting retailers – and that the British should carry out better marketing and pay real attention to other people's tastes.'

Here, then, is hard-headed encouragement, and wise advice freely given, for the mutual advantage of the British and the Bruxellois.

# MILAN FAIR

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## Aid to British industry at more overseas displays

OVER 1500 companies and some 50 trade associations are being assisted by the Board of Trade to take part in overseas trade fairs being held in March, April and May. Nearly every section of British industry is represented among the participating firms, ranging from aerospace engineers to clothing manufacturers, stamp dealers, jewellers, furriers, electrical equipment manufacturers and machine tool producers. The clothing firms alone are taking part at a dozen events in this three month period.

Of the eighty promotions planned, West Germany will be the venue for eleven, the largest number. These will include the Hanover Fair where nine trade associations will have displays. Nine promotions will be staged in Canada, a sign of the interest British firms have for this market in its centennial year – and this number does not include 'Expo 67', the universal and international exhibition, opening in Montreal on April 28. During this quarter, nine displays will also be staged in the United States where British exports rose by 25 per cent last year. In addition the British Trade Centre in New York, now managed by the Board of Trade, will augment its general display by arranging a series of specialized trade promotions. The second of these, a motor show, will be held at the end of March.

The rapid increase in these trade shows sponsored by the Board of Trade is illustrated by the comparison between the 80 events being held in the current three months, and the figure of 85 events for the whole of 1965.

## International basis of the Milan Trade Fair

THE INTERNATIONAL principles of the Milan Fair (April 14 to 25) are emphasized by the organizers in a recently issued statement. The following factors are stressed:

The increasingly favourable environment provided by the city in which the Milan Fair is so deeply rooted: the increase both in number and quality of business visitors; the formation of a regular clientele, international and usually of good standing; the strengthening of the Fair's commercial functions which afford excellent opportunities for useful business meetings and contacts; the bettering of numerical and qualitative factors affecting visitor-buyers, and last, but not least, the international standing of the Fair fortified by the successes reported by the special trade shows whose organizers are allowed to make use of the Fair quarter.

## Paper control at REPRO '67

'THE SCIENCE and business of preparing, copying and storing yearly the thousands of millions of documents needed to control businesses, engineering projects, research, Government activities, education, and almost every other human activity' – this lengthy description of one of Britain's fast-growing industries can be summed up in the one word 'reprography', the subject of Repro '67, the International Reprographic Exhibition, held at Earls Court from March 13 to 17.

The reprography business in Britain now represents an annual turnover of at least £50,000,000 a year and is increasing at the rate of some 15 per cent annually. Exports, until recently restricted by internal requirements in Britain, are now beginning to expand; Letraset, for instance, who manufacture dry lettering and art transfers, report that they now export 74 per cent of their output.

The Repro '67 exhibition was the biggest yet held, with manufacturers' displays covering more than 40,000 square feet. At the time of going to press final attendance figures were not available, but the organizers reported that they were showing an upward trend and that last year's record figure of 18,000 visitors would almost certainly be broken this year. Of overseas buyers the biggest representations came from France, Germany, Italy and Russia.

Exhibits ranged from pencil sharpeners to computer-controlled document sorting systems; from increased comfort chairs for draughtsmen to microfilm techniques for condensing the enormous volume of documents to save storage space. BSP Industries of Boreham Wood provide a pool of draughtsmen on which firms can draw to meet peak loads; they export design and draughting capacity direct to Europe, Asia and North America. A space-saving suspended plan filing system shown by MBC (Office Systems) is also exported all over the world; it is being used to file drawings of the Far Eastern undersea cable system at Hong Kong and is also used extensively by the West German Post Office.

Concurrent with the exhibition was a symposium organized by the Institute of Reprographic Technology. Among the papers presented was one given by two experts from the Board of Trade on 'Reprography for Exporters'.

## Nineteenth Oil and Colour Exhibition

THE OIL AND COLOUR Chemists' Association's Nineteenth Technical Exhibition, which year after year provides a focus for the technical display of advances made in the raw materials, plant and equipment for the paint, printing ink and allied industries, was held again this year in the Great Hall of Alexandra Palace from March 13 to 17. Eighteen more countries than in 1966 participated, and overseas countries exhibiting included Denmark, Finland, France, Germany, Holland, Italy, Norway, Sweden, Switzerland and the United States.

As in previous years the OCCA's educational interests were well to the fore. A stand devoted to technical education adjoined the Association's information centre: this was staffed by representatives from the Association, technical colleges and trade associations. Arrangements were made for several school parties of senior science students to be shown round the exhibition.

Guest of honour at the luncheon on March 13 to mark the opening of the exhibition was Mr. George Darling, Minister of State, Board of Trade. A report of Mr. Darling's speech on this occasion was given in the March 17 issue of the *Journal*.

*Dr. Hans Filbinger (left), Minister for Baden-Württemberg, and Sir Frank Roberts (next to him), British Ambassador in Germany, pause in their tour of British stands at the International Trade Fair for Oil and Gas Firing (INTHERM) to look at equipment on the Autocombustion stand. On the right is Mr. F. J. Rankin of Autocombustion. Ten firms took part in the Joint Venture display arranged between the Board of Trade and the British Oil and Gas Firing Equipment Manufacturers' Association. The fair was held in Stuttgart from March 1 to 5, and a report appeared in the March 17 issue of the* Board of Trade Journal.

## Laboratory equipment exhibition attracts overseas visitors

A RECORD NUMBER of inquiries and considerably increased interest from foreign visitors is reported by the organizers of Labex International, 1967, the international exhibition of laboratory apparatus and instruments and ancillary equipment which takes place every two years. Sponsored by the Scientific Instrument Manufacturers' Association, Labex 1967 was held at Earls Court from March 13 to 17.

One hundred and thirty-five firms displayed equipment and materials for the modern laboratory, and included exhibitors from Russia, East Germany, Hungary, Czechoslovakia, Denmark, Holland and the United States. Attendance figures were appreciably higher than the 1965 figure, and a great deal of interest from foreign buyers from more than 26 countries was reported. Trade delegations from Russia and West Germany visited the exhibition.

The next exhibition will be held in 1969, when the space available will be increased by 30 per cent; the organizers report that 50 per cent of this is already booked.

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# British toys in New York 'comeback'

**A report by the Commercial Department, British Consulate-General, New York.**

FOR THE FIRST TIME in eight years, the British Toy Manufacturers' Association took part in the New York International Toy and Trade Fair held at the New York Hilton hotel from March 5 to 9.

Together with exhibitors from West and Eastern Europe and the Far East, 15 British manufacturers showed their goods to 8,000 buyers, wholesalers and importers from all over the United States and Canada, and as far afield as Latin America and Australia.

The British group display, which was a Joint Venture with the Board of Trade, took up over half of the Mercury ballroom on the third floor of the hotel, while other British manufacturers with American agents showed in the main body of the fair on the floor below.

Exhibits included souvenir and costume dolls by Julius Bernet and A. E. Dorsett; children's play and nursery furniture by Anglocentrop; educational toys by Kiddicraft and Goldsmith & Co.; Dean's rag books and soft toys; watercolour paints by Fred Liebetruth; giftware by Combex; washable toys by L. Rees & Co.; 'Bendy' figures by Newfeld Ltd.; 'Mobo' mechanical horses by D. Sebel & Co.; costume suits by Cynat Products; small metal and plastic figures by Charbens & Co.; Chad Valley's soft toys and games; and acrylic-haired figures by Glook International. Other British manufacturers' products, which were displayed by agents on the second floor, included Scalextric, Meccano erector sets, 'Matchbox' toys and Pelham puppets.

The day before the fair opened, exhibitors attended a reception given at the British Trade Centre in Rockefeller Plaza, to which buyers from New York department stores, out-of-town stores holding British promotions during this year, and members of the trade press were invited.

Most of the British manufacturers were pleased with the interest shown in their goods by American buyers but, as Mr. P. W. Collinson of Chad Valley said: 'This is a tough market, we must not kid ourselves. The Americans make every toy we make, but not in such good quality. We cannot hope to compete in price with the discount stores, but should rather aim for the small retailer who wants quality merchandise in his store and is prepared to pay for it.'

Many of the exhibitors found, however, that the small man is frightened of the paperwork involved in importing and they felt that if more manufacturers did 'pick-a-back' exporting, with one bill of lading, one customs declaration, this would mean more business both for exporter and importer.

On the last day of the fair, with over £26,000 taken in firm orders and negotiations in progress with wholesalers and importers, Mr. Gordon Goude, secretary of the British Toy Manufacturers' Association, summed up for the 15 exhibitors: 'We have to regard this as a pilot exercise. We have learned a lot, and when we come back next time, as many of us will, we know what to expect and what we can sell. There is no evidence of really large orders, but we have attracted a great deal of interest. The first couple of days everyone was a little discouraged, but the greatest value of this operation has been not in the volume of business written, but in the contacts made which will lead to greater business next year.'

# British bicycles and motorcycles in New York show

IN APRIL last year, five members of the British Cycle and Motorcycles Industries' Association travelled 24,000 miles in the United States and Canada on a fact-finding mission. As a result of that trip the five, together with three other firms, formed the first British group to exhibit at the New York International Bicycle and Motorcycle show held at the New York Hilton from March 5 to 10.

Despite its title, the show – which was attended by about 8,000 buyers from all over the United States, Canada, Australia and Latin America – centred around bicycles. Three-quarters of the 45 stands showed lightweight, small wheel, high-riser and folding models from West and East Europe and the Far East. The British display, which was a Joint Venture between BCMIA and the Board of Trade, took up one large room in the main show on the second floor.

Among the exhibits shown by the British group were Raleigh Industries' high-riser bicycle 'Rodeo', Dawes Cycles' folding model 'Kingpin Royal', and brightly coloured 350 and 500 c.c. models from Veloce Ltd., the only motorcycle manufacturer in the group. On the component side, Bleumel Brothers showed glitter plastic for mudguards and Middlemore's leather saddles and GB Cycles' quality brakes attracted a great deal of interest. Godfrey's of Hull and Belstaff Manufacturing Co. showed protective clothing and boots.

Other British Manufacturers' products were displayed on the stands of their agents and distributors. These included High Speed Motors Ltd., whose all-electric motorcycle the 'Winnie' attracted great interest, and also Royal Enfield and Saxon cycles, Philips' hubs, Radnall's control levers, Clarkes of Nechells' cables, Lee Healey brake blocks, Britax levers, Miller dynamo sets and Adie bells.

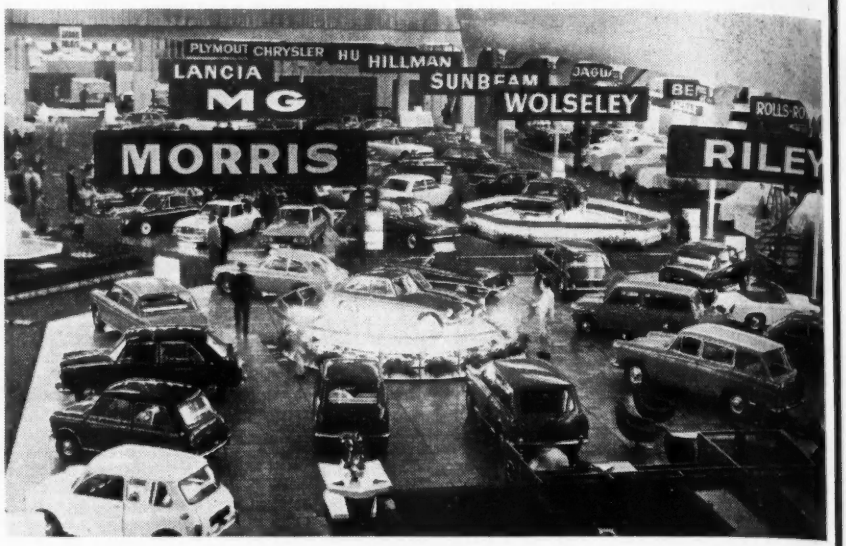
The day before the show opened, exhibitors attended a reception given by the Commercial Department of the British Consulate-General at the British Trade Centre in Rockefeller Plaza to meet store buyers.

In the British collective exhibit, Raleigh Industries were by far the largest manufacturer, but the smaller firms were well pleased with the reception they got from buyers. Mr. Tom Vickery, managing director of Middlemore, took the view that for medium and small-sized companies it is best to do things on a joint basis and that they can help each other and the industry.

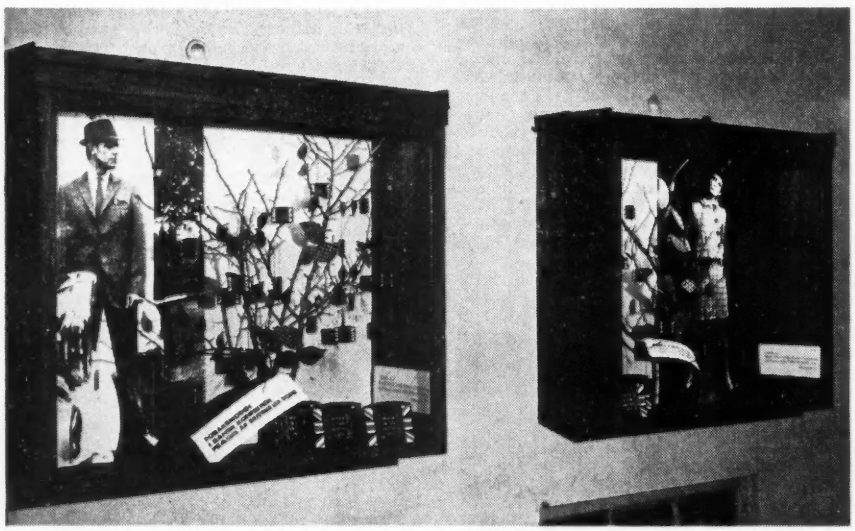
Said Mr. Hugh Palin, director of the British Cycle and Motorcycle Industries' Association, who came over with the group: 'This is our seventh Joint Venture and the first in the United States. It is also our first purely trade show; the others have always been open to the general public. We found it difficult to decide which show would be the best for us – unfortunately there is no National Show in the United States like we have at home. But we certainly feel we have made the right decision, at least for the bicycle manufacturers. The clothing and motorcycle firms would probably do better at the Daytona Motorcycle Classics in Florida.'

*At the Veloce Ltd. stand at the 8th International Bicycle & Motorcycle Show at the New York Hilton, March 5-10, are seen (left to right): Mr. W. Catto of Vehicles Ltd., Inc., of Providence, Rhode Island, East Coast agents for Veloce Ltd.; Mr. Sid Cohn and Mr. Bob Cohn, both of Thrift Town, Brooklyn, New York; Mr. R. D. Melbye of Riverview Cycle Sales, St. Paul, Minnesota; and Mr. Bob Wyckoff of the Sport Spot, Wayne, New Jersey.*

*Mr. H. Schneider (centre) of L. Rees & Co. Ltd., London, talking with Mr. Sam Schwartz and Mr. Harold Miller of Bedford Sales Ltd., Montreal, at the 17th International Toy & Trade Fair in the New York Hilton Hotel, March 5-9.*




*Helping to sell British goods abroad are the 'Union Jills' (left), a team of six attractive girls whose function is to personalize British export promotion efforts. The girls have a combined travel experience of 30 countries and between them speak nine languages. They will be available for exhibitions, trade fairs, British Weeks, store promotions, and so on, where they will act as reception/conference hostesses and interpreters. The 'Union Jills' first assignment was at the International Motor Show at Geneva, where they worked for the Ford Motor Co. Ford were so impressed by the girls' efficiency – in their first half-hour on the stand they sold one of the new Cortina Lotus models – that they are planning to use their services for several other overseas promotions. Picture on the right shows some of the British cars exhibited at the show, in which 1,159 exhibitors from 21 nations participated.*



*Rømer Holm Public Relations Ltd., who act for both the National Wool Textile Export Corporation and the Scotch Whisky Association in Denmark, have set up a series of showcases in Copenhagen's famous pedestrians-only shopping street, Strøget. Recently, they have used these to promote both whisky and wool, using tartan wool fabrics as the link between the two products. In the two showcases shown here good use is made of the NWTEC's Showcards, bearing the words 'Woven in the British Isles', which, by their widespread use, have become a well-known guide to shoppers in many countries.*

*This trio of black and white panda lapin coats was presented as the finale of a fur fashion show given at the May Fair Hotel on February 23 to inaugurate the London Fur Fashion Exports Group. Manufactured by W. Goodkind & Sons Ltd., the adult models will retail at 49 guineas and the child's version at 29 guineas. The London Fur Fashion Export Group, formed by seven leading London manufacturers for worldwide promotion of British fur fashion, undertook a selling mission to Scandinavia and Switzerland in March before exhibiting at the International Fur Fair, Frankfurt. On their return from Scandinavia on March 18 the group announced firm orders to the value of £60,000.*

## HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *United Kingdom and Bulgaria*

ARRANGEMENTS FOR Anglo-Bulgarian trade during the 12 months ending March 31, 1968, were signed in London on March 10.

No changes have been made in respect of goods which may be imported under open general licence or in respect of those which may be imported freely from Bulgaria under open individual licence. The new arrangements are reproduced below.

Annex A lists the goods which are still subject to specific licence when imported from Bulgaria. Quotas are established for some of these goods and are listed in Annex B.

The general prohibitions and restrictions relating to imports from all sources (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

#### ANNEX A

*Goods the import of which remain subject to specific licence*

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, mutton and lamb, chilled or frozen beef and veal and venison and their offals).
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon).
Chapter 4 (except headings 04.05 and 04.06 and butter oil, butter fat and anhydrous butter).
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal).
Chapter 17 (except heading 17.04 and sugar of a polarisation not exceeding 98°, invert sugar, molasses, syrups and other forms of liquid sugar).
Chapter 65
Heading 01.02.
Heading 08.13.
Heading 20.04.
Heading 27.09.
Heading 27.10.
Heading 27.11.
Heading 27.13 (except mineral waxes).
Heading 69.11.
Heading 69.12.
Heading 69.13.

Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips.
Potatoes and potato products (except potato glucose, potato starch, potato flakes and potato pancake powder).
Tomatoes, fresh.
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid.
Vegetables provisionally preserved containing onion or cauliflower.
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions.
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, syrups and must derived from apples, blackcurrants and pears.
Grapefruit juice and orange juice.
Grass seed.
Dry bulbs, rhizomes, corms and tubers.
Osiers and willows.
Matches (excluding Bengal matches).
Cigars.
Benzene (including benzole), toluene and xylenes.
Hides and skins, tanned.
Gloves.
Fur shells and fur bodies.
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (*canabis sativa*).
Rubber footwear.
Flat glass 3 mm. nominal thickness and less.
Enamelled hollow-ware.
Cutlery being knives (other than machine knives and surgeon's knives) sharpening steels, spoons and forks, scissors and shears, and long handled razors.
Typewriters and parts.
Transistorised radio and television receivers.
Electronic valves and tubes, and semi-conductors, and parts thereof.
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains).
Aircraft of an all up weight over 4,500 lbs.
Watches of a value not exceeding 30s. cif each and watch movements of a value not exceeding 25s. cif each (other than stop watches).
Watch parts (other than watch glasses or cases).
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement).
Sporting ammunition.
Toys and games (other than plastic toys and playing cards).
Glass Christmas tree ornaments.
Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence.

#### ANNEX B

*Imports from the People's Republic of Bulgaria into the United Kingdom during the period April 1, 1967, to March 31, 1968*

*Goods of Bulgarian origin or manufacture*

PART I

| Item No. | Description of Goods | Value £'000 (c.i.f.) unless otherwise stated |
|---|---|---|
| 1 | Toys and games | 70 |
| 2 | Domestic pottery and porcelain articles | 40 |
| 3 | Christmas tree decorations (glass) | 15 |
| 4 | Fabrics and made up goods of cotton | 20 |
| 5 | Silk fabrics | 25 |
| 6 | Woollen textiles and woollen ready made clothes | 10 |
| 7 | Rubber footwear | 30 |
| 8 | Matches | P.M. |
| 9 | Fresh tomatoes (of which not more than 60 tons may be imported during the period April 1 to October 31) *Tons* | 750 |
| 10 | Onions and shallots *Tons* | 1,900 |

(*Continued on page* 787)

CHIMIMPORT CHIMIMPORT CHIMIMPORT CHIMIMPORT

*We are offering:*

## CHEMICALS

Ammonium Bicarbonate
Ammonium Nitrate
Barium Chloride
Bone Glue
Borax
Calcium Carbide
Calcium Carbonate Precipitate
Litharge
Magnesium Carbonate
Polyvinylchloride
Potassium Aluminium Alun
Red Lead
Sodium Bicarbonate
Sodium Fluorosilicate
Sodium Nitrate
Sodium Nitrite
Sodium Silicate
Urea
Sodium Sulphide
Dimethylsolphate
Formaline
Hydrochloric Acid

*Ask for our export catalogue*

# CHIMIMPORT

**2 STEFAN KARADJA STREET, SOFIA, BULGARIA**

**Cables: CHIMIMPORT SOFIA** **Telex: 522**

| Item No. | Description of Goods | Value £'000 (c.i.f.) unless otherwise stated |
|---|---|---|
| 11 | Fresh vegetables, the following: asparagus, beans (green), beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, peas (green), radishes, spinach and turnips . *Tons* | 120 |
| 12 | Cauliflower in brine | 15 |
| 13 | Dried vegetables being any of the vegetables specified in items 10 and 11, other than herbs dried in bulk | 400 |
| 14 | Apple, blackcurrant and pear juices and syrups | 20 |
| 15 | Apple concentrate | 10 |
| 16 | Canned and bottled vegetables being any of the vegetables specified in items 10 and 11 | 135 |
| 17 | Quick frozen vegetables being any of the vegetables specified in items 10 and 11 . . . *Tons* | 250 |
| 18 | Quick frozen fruits being any of the following: apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than 90 tons each for raspberries and strawberries and not more than 100 tons for blackcurrants) . . . . . *Tons* | 700 |
| 19 | Fresh apples and pears | 20 |
| 20 | Cheese and Kashkaval | 115 |
| 21 | Fresh fruit being any of the fruits specified in item 18 except apples and pears . . . . *Tons* | 200 |
| 22 | Dried fruits being any of the fruits in item 18 | 350 |
| 23 | Strawberry and raspberry pulp not containing more than 50% by weight of commercial sweetening matter and derived from fruit grown in Bulgaria . . . . . *Tons* | 1,500 |
| 24 | Other fruit pulp, not containing more than 50% by weight of commercial sweetening matter being derived from any of the following fruit grown in Bulgaria: apples, cherries, currants, gooseberries, loganberries, pears and plums (of which not more than 400 tons for blackcurrant pulp) . . *Tons* | 680 |
| 25 | Canned and bottled fruits being any of the fruits specified in item 18 and any mixture of those fruits (of which not more than £70,000 for plums, £10,000 each for apples and blackcurrants and £10,000 for raspberries and strawberries taken together) | 115 |
| 26 | Jams and jellies being derived from any of the fruits specified in item 18 (of which not more than 770 tons for blackcurrant, plum, raspberry and strawberry jam and jelly taken together) . *Tons* | 1,600 |
| 27 | Canned pigmeat (other than ham and pork loin) | 55 (a) |
| 28 | Canned or fully cooked ham and pork loin | 10 (a) |
| 29 | Fresh pork meat | P.M. (a) |
| 30 | Poultry, uncooked | P.M. (b) |
| 31 | Poultry, fully cooked, including canned boneless poultry | 220 (c) |
| 32 | Butter . . . . . *Tons* | 805 (d) |
| 33 | Yoghourt | 10 |
| 34 | Souvenirs, fancy goods | 10 |
| 35 | Miscellaneous (subject to type) | 100 |

Notes:

(a) Subject to Public Health Imported Food Regulations.
(b) Subject to Poultry Carcases Landing Order 1955.
(c) As defined by the Poultry Carcases Landing Order 1955, subject to Merchandise Marks (Imported Goods) No. 5 Order, S.I. 1934, No. 301.
(d) Basic quota for the butter year ending March 31, 1968. The allocation of supplementary quotas for the butter year ending March 31, 1968, will be announced before April 1, 1967.

## PART II

*Some of the goods under open individual licences*

Electric equipment and materials.
Station tractors, platform trucks and hoists.
Metal-cutting and machine tools.
Carbamide and soda ash.
Zinc white.
Sodium nitrate.
Pharmaceuticals.
Carpets, hand-made.
Wooden articles and furniture.
Basketware.
Plastic toys.
Domestic glassware.
Leather jackets.
Other leather articles.
Leather footwear.
Book and periodicals.
Garlic, pickled cucumbers, vine leaves, sauerkraut.
Gherkins and paprika.
Tomato puree.
Canned tomatoes.
Tomato juice.
Juices and syrups of peaches, apricots and grapes.
Grapes.
Fresh apricots and peaches.
Dried apricots, peaches and prunes.
Nuts and almond kernels.
Apricot and peach pulp.
Canned apricots, peaches and grapes.
Jam and jelly from apricots, peaches, small tomatoes, figs, rose petals, carrots and grapes.
Wines and spirits.
Canned ready made dishes containing both meat and vegetables.
Canned beef and veal.
Chilled and frozen beef and veal.
Frozen rabbit meat.
Mutton and lamb (all forms).
Horsemeat.
Salami.
Pectin.
Preserved fish, freshwater fish and sturgeon.
Mineral waters.
Malt extract.
True hemp yarns and twines.
Ground cement.
Radio sets (excluding transistor radios).
Textile looms.
Ball bearings.
Sports articles including tents, other than made up goods of cotton or cotton canvas.

## PART III

*Some of the goods under open general import licence*

Non-ferrous metal products.
Zinc white in blocks.
Lead in blocks.
Bismuth.
Cadmium.
Cement, unground.
Cellulose.
Cotton, raw.
Wool, raw.
Sheet iron.
Marble and granite in slabs.
Films exposed.
Tobacco, unmanufactured.
Chipboards.
Lard.
Beans, haricot.
Peanuts.
Ammonium nitrate.
Maize.
Sunflower seed.
Cotton seeds.
Vetches seeds.
Poppy seeds.
Attar and concrete of roses.
Peppermint and geranium oil.
Beech, including steamed beech.
Plywood and unassembled parquet blocks and strips.
Hides and furs.
Cotton, rape, maize and sunflower oils.
Bristles.
Down and feather of birds ordinarily used in the United Kingdom as articles of diet, and animal hair.
Dried herbs and dried drugs.
Red paprika.
Onion seeds and other vegetable seeds.
Coriander and aniseed.
Fennel.
Postage stamps.
Paper and printed matter covered by Open General Licence.
Flax waste, unmanufactured.
Hemp waste.
Casein, raw.
Colophony.
Bone glue.

(*Continued on next page*)

UNITED KINGDOM AND BULGARIA, *continued*

**ANNEX C**

*Imports from the United Kingdom into the People's Republic of Bulgaria during the period April 1, 1967, to March 31, 1968*

*Goods of United Kingdom origin or manufacture*

PART I

The Government of Bulgaria will give general facilities for the import of goods not mentioned in Part II of this list and will give facilities especially for the following types:

Breeding livestock, food including fish, agricultural products and beverages.
Chemicals, dyestuffs, paints and pigments, pharmaceuticals, fungicides, insecticides, weed killers and fertilizers, plastic materials (including transparent cellulose film) and synthetic resins.
Mineral manufactures.
Ferrous and non-ferrous metals and manufactures thereof.
Machinery, plant, equipment and parts (including electrical), including that for the agricultural, chemical, food and drink, textile, tobacco working, printing, packaging, paper converting, glass making and tanning industries; mechanical handling equipment; tractors; machine tools; engines (including marine), boilers, turbines and generating sets; pumps; ball and roller bearings; portable power tools and hand tools; data processing and other office machinery; refrigeration equipment.
Industrial and scientific instruments.
Radio, radar, television, telecommunication, navigation and signalling equipment (including domestic equipment) and components, and parts thereof.
Railway rolling stock and equipment.
Aircraft, engines and equipment.
New and secondhand ships and boats.
Commercial vehicles including parts and accessories, and service equipment.
Wood veneers.
Textile yarns and man-made fibres.

PART II

The following specific quotas are established:

| Item No. | Description | Value £'000 f.o.b. |
|---|---|---|
| 1 | Leather and leather goods | 10 |
| 2 | Rubber manufactures including tyres | 85 |
| 3 | Various papers and cigarette filters | 180 |
| 4 | Textile manufactures and apparel, linoleum and leather cloth | 40 |
| 5 | Lace | 10 |
| 6 | Film equipment | 10 |
| 7 | Vehicles, other than commercial vehicles, including motor cycles, motor scooters, bicycles and motor assisted bicycles, and spare parts and accessories thereof | 70 |
| 8 | Films exposed | 15 |
| 9 | Books | 40 |
| 10 | Consumer goods, not elsewhere specified, including: razors and razor blades; clocks, watches and parts; domestic appliances; sports goods; musical instruments, records and recording tapes; adhesive tapes; sensitized materials; hearing aids; jewellery; smokers requisites; cutlery, pressure cookers and other domestic hardware; cigarettes and other tobacco manufactures; pens of all kinds | 130 |

## *Morocco and the USSR*

THE MOROCCAN *Bulletin Officiel* of February 15, 1967, published details of the three-year trade agreement of 1965 between Morocco and the USSR as it applies for 1967. Goods to be exchanged under the agreement remain unchanged from the previous year but quota values have been increased in a number of cases.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/481), quoting reference CRE 5862/G.

## *Italy and Pakistan*

THE ITALIAN Ministry of Foreign Trade announces that the Trade Agreement between Italy and Pakistan has been tacitly renewed for a further year to January 9, 1968.

No specific quotas have been drawn up, but the Italian Customs is authorized to permit imports, without ministerial licence, of all goods of Pakistan origin except those which have not been liberalized by Italy.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 5132/G.

## *Morocco and Hungary*

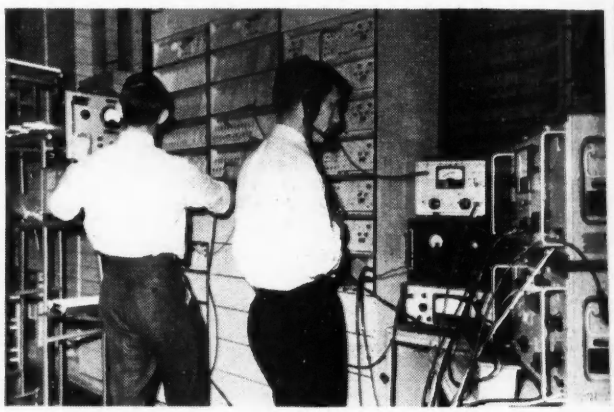
THE MOROCCAN *Bulletin Officiel* of February 22, 1967, announced the renewal for a further year from January 1, 1967, of the additional protocol to the trade agreement of 1962 between Morocco and Hungary.

Moroccan exports to Hungary include fruit and vegetables, fish and fish meal, wines, cork, phosphates and other minerals, cereals, cotton and olive oil. Hungarian exports to Morocco include textile fabrics, machinery and machine tools, pharmaceutical products, iron and steel products, foodstuffs, electrical equipment and insecticides.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450).

## *Paraguay and the Benelux countries*

IT IS reported that the Agreement on Trade and Navigation between Paraguay and the Benelux countries, which was signed in Asuncion on August 13, 1963, and ratified by Paraguay on August 31, 1966, entered into force on February 13, 1967.



*GEC (Telecommunications) Limited, Coventry, have been awarded a contract worth about £14,000 to supply an important new type of telephone transmission system to Singapore. The system, known as pulse code modulation (PCM), enables cable circuits at present carrying only two conversations to carry 24. Two 24-circuit systems are being supplied to the Singapore Telephone Board for a trial link over the eight miles between Changi and Tanjong Katong exchanges, both of which were also provided by GEC. The picture shows GEC engineers testing PCM terminal equipment at Maidenhead Telephone Exchange.*

**ECGD LOCAL ADDRESSES**

*The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 556 of the* Board of Trade Journal, *February 24, 1967.*

# *Information for exporters*

*Brief details are given below of some of the Calls for Tender reported in recent issues of the* **Export Service Bulletin.**†

*For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

## ANGOLA

**(51/67) Meteorological Equipment** for Servico Meteorologico de Angola. April 7. Tender documents in Portuguese available. E.S.B. 11511/67.*

## ARGENTINA

**(52/67) Natural Gas Processing and Storage** for Gas del Estado. (Further Information.) May 15. E.S.B. 43779/66.

**(51/67) Oil Refinery Equipment** for Yacimientos Petroliferas Fiscales. (Further Information.) E.S.B. 8505/67.*

## AUSTRALIA

**(54/67) Water Treatment Plant** for Capricornia Regional Electricity Board. April 5. E.S.B. 11731/67.

**Postmaster-General's Department:**

**(51/67) Telex Error Detection and Correction Facilities.** May 30. E.S.B. 10896/67.

**(54/67) Data Modems.** (Further Information.) E.S.B. 6615/67.

**(52/67) Condensing and Feedheating Plant** for Southern Electric Authority of Queensland. June 5. E.S.B. 11519/67.

## BURMA

**Industrial Development Corporation:**

**(52/67) Cotton Spinning and Weaving Plant.** August 23. E.S.B. 11190/67.*

**(53/67) Tyre Factory.** (Further Information.) Closing date postponed to May 2. E.S.B. 39434/66.*

**Myanma Export Import Corporation:**

**(52/67) Tinplate.** April 11. E.S.B. 11180/67.*

**(52/67) Condensed Milk.** April 5. E.S.B. 11198/67.*

**People's Oil Industry:**

**(52/67) Hose.** April 30. E.S.B. 11191/67.*

**(52/67) Pump and Diesel Engine Spare Parts.** April 30. E.S.B. 11179/67.*

**(52/67) Corrosion Inhibitor.** April 10. E.S.B. 11184/67.*

**(52/67) Welding Sets: Electrodes.** April 30. E.S.B. 11183/67.*

**(52/67) Fibre Sheets.** April 5. E.S.B. 11509/67.*

**(52/67) Engine Spare Parts.** April 10. E.S.B. 11501/67.*

**(52/67) Generator Sets.** April 30. E.S.B. 11185/67.*

## CEYLON

**(55/67) Coloured Cotton Waste** for Ceylon Transport Board. April 8. E.S.B. 11741/67.

**(53/67) Office Equipment** for Colombo Municipal Council. April 12. E.S.B. 11560/67.

**(53/67) Rock Drilling and Air Compressor** for Colombo Port Commission. May 3. E.S.B. 11561/67.

**Eastern Paper Mills Corporation:**

**(53/67) Starch.** May 10. E.S.B. 11567/67.*

**(53/67) Kraft Pulp.** May 10. E.S.B. 11592/67.*

**Government Stores Department:**

**(52/67) Office Red Tape.** April 19. E.S.B. 11151/67.

**(52/67) Cotton Waste.** April 19. E.S.B. 11152/67.

**Land Development Department:**

**(53/67) Pump.** April 7. E.S.B. 11563/67.

**(53/67) Hand Pumps.** April 7. E.S.B. 11562/67.

**(52/67) Construction of Water Supply Extension** for River Valleys Development Board. April 29. E.S.B. 11559/67.

**(55/67) Voltage Regulating Equipment** for State Engineering Corporation of Ceylon. April 10. E.S.B. 11744/67.

## COLOMBIA

**(51/67) Construction of Pipe Line** for Empresa Colombiano de Petroleos. (Advance Information.) Closing date not yet known. E.S.B. 11169/67.

## FORMOSA

**Central Trust of China:**

**(52/67) Flow Meters.** April 5. E.S.B. 11142/67.*

**(54/67) Steam Boiler.** April 15. E.S.B. 11758/67.*

**(55/67) X-ray Film and Equipment.** April 17. E.S.B. 11763/67.*

**(55/67) Air Foam Chamber Sets.** April 18. E.S.B. 11764/67.*

**(55/67) Oil Discharge Hoses.** April 17. E.S.B. 11766/67.*

**(55/67) Steel.** April 14. E.S.B. 11765/67.*

**(55/67) Testing Equipment.** April 19. E.S.B. 11762/67.*

**(55/67) Plug Valves.** April 17. E.S.B. 11761/67.*

## GREECE

**Institute of Social Insurance:**

**(54/67) Artificial Teeth.** April 7. E.S.B. 11754/67.*

**(55/67) Dental Material.** April 11. E.S.B. 11752/67.*

**(55/67) Surgical Instruments.** April 11. E.S.B. 11753/67.*

**(55/67) Glass Tubes and Pipes.** April 7. E.S.B. 11755/67.*

**(54/67) Insecticides** for Ministry of Commerce. April 7. E.S.B. 11757/67.*

**Public Power Corporation:**

**(53/67) Three Wheeler Mopeds.** April 10. E.S.B. 11596/67.

**(53/67) Cables and Connection Boxes.** April 18. E.S.B. 11597/67.

**(54/67) Electricity Meters.** April 14. E.S.B. 11702/67.

## GUYANA

**(54/67) Electrical Fittings and Accessories; Sanitaryware** for Ministry of Finance. April 11. E.S.B. 11715/67.*

## INDIA

**(54/67) Cables: Grounding Materials** for Assam State Electricity Board. April 20. E.S.B. 11575/67.

**Beas Purchase Organization:**

**(52/67) Bearings.** May 24. E.S.B. 11178/67.*

**(52/67) Stat File Film.** (Further Information.) Closing date postponed to April 20. E.S.B. 33473/66.*

**(52/67) High Frequency Grinders** for Chittaranjan Locomotive Works. April 28. E.S.B. 11549/67.

**(52/67) Overhead Projector** for Directorate General of Supplies and Disposals. April 13. E.S.B. 11177/67.*

**(53/67) Earth Moving Equipment** for the Government of Orissa. May 1. E.S.B. 11574/67.

**(53/67) Machine Tools** for Heavy Engineering Corporation Ltd. April 16. E.S.B. 11576/67.*

**(53/67) Steel Wire** for Hydro Electric Projects. (Further Information.) Closing date postponed to April 18. E.S.B. 3677/67.*

**(55/67) Railway Signalling and Telecommunication Equipment** for Ministry of Railways. April 11. E.S.B. 11759/67.

**Western Railway:**

**(53/67) Route Relay Interlocking System.** (Further Information.) Tender documents now available. E.S.B. 9661/67.*

**(53/67) Route Relay Interlocking.** (Further Information.) Tender documents and drawings now available. E.S.B. 9660/67.*

## IRAQ

**(54/67) Electrical Materials** for Administration of Distribution of Oil Products. April 15. E.S.B. 11707/67.

**Iraqi Ports Administration:**

**(54/67) Steel Angle and Flat.** (Further Information.) Tender documents now available. E.S.B. 10248/67.*

**(54/67) Bulldozer.** (Further Information.) Tender documents now available. E.S.B. 10668/67.*

**(54/67) Visual Flashing Gauge.** (Further Information.) Tender documents now available. E.S.B. 10249/67.*

**Ministry of Defence:**

**(53/67) Stationery.** May 30. Tender documents in Arabic available. E.S.B. 11530/67.*

**(54/67) Drugs and Medicines.** May 6. E.S.B. 11716/67.*

## IRISH REPUBLIC

**(54/67) Fluoridation Plant** for Cork County Council. April 7. E.S.B. 11706/67.

**(53/67) Sewage Scheme** for Warrenstown Agricultural College. April 14. E.S.B. 10676/67.

## ITALY

**(52/67) Nato Infrastructure Contract; Supply and Installation of Internal and External Lighting** for Italian Government. Apply by April 15. G.D. 681/67.

## JORDAN

**(54/67) Switchgear** for Jordanian Electric Power Co Ltd. April 18. E.S.B. 11709/67.

**(54/67) Construction of Housing Units** for Aqaba Town Planning Committee. April 10. E.S.B. 11710/67.

## KENYA

**(54/67) Telecommunications Equipment** for East African Posts and Telecommunications Administration. (Further Information.) E.S.B. 9962/67.

**East African Railways and Harbours:**

**(51/67) Bogie Cattle Wagons.** Apply by April 8. E.S.B. 11197/67.

**(51/67) Bogie Goods Wagons.** Apply by April 8. E.S.B. 11196/67.

**(51/67) Steel Rails and Sleepers.** Apply by April 8. E.S.B. 11148/67.

**(55/67) Medical Equipment; Clothing** for the Ministry of Works. April 7. E.S.B. 12001/67.

## KOREA

**(53/67) Miscellaneous Equipment** for Office of Supply. April 6. E.S.B. 11544/67.*

## KUWAIT

**(52/67) Construction of Port Extension** for Central Tenders Committee. (Pre-qualification.) Apply by May 6. E.S.B. 11543/67.

## LIBYA

**(52/67) Construction of Storm Sewer System** for Beida Project Office. May 15. E.S.B. 11153/67.

**(53/67) Radio Stations** for Ports and Lights Department. (Further Information.) E.S.B. 49209/66.

**(52/67) Construction of Training Centre** for Public Works Department. April 10. E.S.B. 11155/67.

## MALTA

**(54/67) Antibiotics** for Directorate of Contracts. April 12. E.S.B. 10884/67.*

## MOZAMBIQUE

**(53/67) Miscellaneous Equipment** for Lourenco Marques Municipality. April 7. E.S.B. 11535/67.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only **£10 10s.**

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## NEW ZEALAND

**General Post Office:**

**(52/67) Activated Charcoal.** April 13. E.S.B. 11515/67.*

**(52/67) Programme Translating Equipment.** May 11. E.S.B. 11516/67.*

**(53/67) Capacitors.** April 10. E.S.B. 11517/67.*

**(54/67) Scales.** April 17. E.S.B. 11717/67.*

**(54/67) Crystal Holders.** April 18. E.S.B. 11718/67.*

**(55/67) Multi-Meters.** April 19. E.S.B. 11767/67.*

## NICARAGUA

**(53/67) Electrical Equipment** for Empresa Nacional de Luz y Fuerza. April 20. E.S.B. 11556/67.

## PAKISTAN

**(55/67) Workshop Machinery** for Director of Agriculture. April 8. E.S.B. 11791/67.

**(53/67) Hardware Stores** for Directorate of Supply, Dacca. April 8. E.S.B. 11163/67.*

**(53/67) Mechanical Equipment** for E. P. Inland Water Transport Authority. May 15. E.S.B. 11532/67.

**(53/67) Steel Rails** for Pakistan Western Railway. April 18. E.S.B. 11577/67.

## PERU

**(54/67) Tunnel Construction** for Ministerio de Fomento y Obras Publicas. (Further Information.) E.S.B. 22590/66.*

## SOUTH AFRICA

**Cape Provincial Tender Board:**

**(51/67) Laundry Equipment.** April 21. E.S.B. 10849/67.*

**(52/67) Laundry Equipment.** April 7. E.S.B. 10851/67.*

**(51/67) Transformers** for Durban City Council. April 7. 10883/67.*

**(53/67) Blast Furnace Blower** for S. A. Iron and Steel Industrial Corporation. May 26. E.S.B. 11520/67.*

**State Tender Board:**

**(51/67) Vehicles.** April 5. E.S.B. 10862/67.*

**(51/67) Scientific Instruments.** April 10. E.S.B 10869/67.*

**(53/67) Electric Buffs.** April 7. E.S.B. 11587/67.*

**(53/67) Aluminium Alloy Sheets.** April 5. E.S.B. 11589/67.*

**(54/67) Machine Tools.** April 5. E.S.B. 11588/67.*

**(54/67) Electric Cable.** April 11. E.S.B. 11590/67.*

## SUDAN

**Central Electricity and Water Corporation:**

**(52/67) Cable Boxes.** April 22. E.S.B. 11524/67.*

**(52/67) Electric Lamps.** April 11. E.S.B. 11525/67.*

**(52/67) Street Lighting Boxes.** April 13. E.S.B. 11526/67.*

**(52/67) Urea** for Sudan Gezira Board. April 10. E.S.B. 11521/67.*

## THAILAND

**(55/67) Expanded Metal** for State Railway of Thailand. April 17. E.S.B. 11785/67.

## TUNISIA

**Ministry of Public Works and Housing:**

**(53/67) Construction of College.** April 14. E.S.B. 11570/67.*

**(53/67) College Extension Works.** April 17. E.S.B. 11571/67.*

**(53/67) Construction of Colleges.** April 11. E.S.B. 11572/67.*

## TURKEY

**(54/67) Meteorological Telemetering Equipment** for Directorate of State Meteorology. April 30. E.S.B. 11599/67.*

**(54/67) Time Signal Clocks** for P.T.T. Administration. April 10. E.S.B. 11600/67.*

## UGANDA

**(54/67) Construction of Buildings** for Kampala City Council. March 31. E.S.B. 12196/67.

## UNITED ARAB REPUBLIC (EGYPT)

**Egyptian Railways:**

**(52/67) Signal Spectacles Glasses.** April 8. E.S.B. 11552/67.

**(52/67) Saws.** April 10. E.S.B. 11553/67.

**(52/67) Copper Wire.** April 10. E.S.B. 11554/67.

**(52/67) Gauge Glasses.** April 15. E.S.B. 11555/67.

## URUGUAY

**A.F.E. (State Railways):**

**(52/67) Carpenters' Tools.** April 12 and 18. E.S.B. 11165/67.

**(52/67) Wooden Tool Handles.** April 6 and 12. E.S.B. 11166/67.

## VENEZUELA

**(53/67) Flexible Copper Tube** for I.N.O.S. Caracas. April 5. E.S.B. 11564/67.

## ZAMBIA

**Central Supply and Tender Board:**

**(55/67) Radio Relay System.** April 14. E.S.B. 11749/67.*

**(55/67) Serum Albumin.** April 14. E.S.B. 11750/67.*

**(55/67) Containers.** April 14. E.S.B. 11751/67.*

# Agency and export opportunities, market surveys, etc.

*Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the* **Export Service Bulletin.†**

*Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

(55/67) Revised EFTA documentation. Amendment to the EFTA compendium. C.R.E. 3937/G.

(55/67) Revised overseas postage rates. E.S.B. 1224/G.

**Algeria**

(53/67) Inquiry for wire working machinery. E.S.B. 11336/67.

**Australia**

(51/67) Agency inquiry for car washing machines, liquid handling equipment. E.S.B. 10393/67.

(53/67) Agency inquiry for watch bands. E.S.B. 11084/67.

(53/67) Inquiry for giftware. E.S.B. 9475/67.

**Austria**

(51/67) Agency inquiry for clothing. E.S.B. 10342/67.

(52/67) Agency inquiry for furniture; toys. E.S.B. 10169/67.

(53/67) Agency inquiry for scarves. E.S.B. 11349/67.

(55/67) Inquiry for plastic housewares and giftware. E.S.B. 11968/67.

(52/67) Inquiry for light fittings. E.S.B. 10411/67.

**Bahamas**

(52/67) Inquiry for clothing; giftware; jewellery; wallets. E.S.B. 11354/67.

(52/67) Inquiry for cuff links and tiepins; knitwear; rings; suitings. E.S.B. 11220/67.

(53/67) Inquiry for carpets and rugs; drapery fabrics; office furniture; tiles, giftware; souvenirs. E.S.B. 11941/67.

**Belgium**

(53/67) Agency inquiry for alarm systems; clocks; electric and electronic equipment; television and radio equipment. E.S.B. 9802/67.

(53/67) British Week, Brussels.

**Bolivia**

(55/67) Inquiry for can-making equipment; soft drinks plant; tomato paste-making machinery. E.S.B. 4325/67.

**Brazil**

(54/67) Inquiry for clothing; domestic items; furniture; giftware; glassware; perfumes; pottery; toys. E.S.B. 3777/67.

**† For further details on the 'Export Services Bulletin' see page 789.**

**British Honduras**

(53/67) Inquiry for agricultural equipment; builders' hardware; building materials; office equipment; shop and repair equipment. E.S.B. 40135/66.

**Canada**

(55/67) Agency inquiry for confectionery; foods. E.S.B. 11943/67.

(51/67) Inquiry for hand tools. E.S.B. 11081/67.

(51/67) Inquiry for underwater telephone systems; echo sounding equipment. E.S.B. 10014/67.

(51/67) Inquiry for vegetable oil refining plant. E.S.B. 11214/67.

(53/67) Inquiry for hydraulic hose. E.S.B. 4262/67.

(55/67) Inquiry for beads; cloth; suede leather. E.S.B. 12111/67.

(55/67) Inquiry for giftware; life jackets and rafts; navigational aids. E.S.B. 12200/67.

(55/67) Inquiry for welding rods. E.S.B. 11935/67.

(55/67) Hotel accommodation during the Universal and International Exhibition (EXPO '67) Montreal. E.S.B. 848/67.

**Cayman Islands**

(53/67) Inquiry for tyre re-treading plant. E.S.B. 10175/67.

**Ceylon**

(52/67) Agency inquiry for builders' hardware; building materials; sanitaryware. E.S.B. 10387/67.

**Denmark**

(53/67) Inquiry for steam generators. E.S.B. 10010/67.

**Finland**

(52/67) Agency inquiry for toilet and cosmetic bags. E.S.B. 10909/67.

(53/67) Inquiry for finishing machine. E.S.B. 10485/67.

**France**

(51/67) Agency inquiry for gold and silverware. E.S.B. 10786/67.

(51/67) Agency inquiry for textile fabrics. E.S.B. 11027/67.

(53/67) Agency inquiry for electrical and electronic equipment; microscopes; temperature control apparatus. E.S.B. 9811/67.

(53/67) Inquiry for amplifiers. E.S.B. 11661/67.

(53/67) Inquiry for wire. E.S.B. 11439/67.

**Germany, Federal Republic of**

(51/67) Agency inquiry for decorating equipment. E.S.B. 9753/67.

(51/67) Inquiry for foodstuffs; preserves. E.S.B. 10529/67.

(51/67) Inquiry for livestock. E.S.B. 11210/67.

**Greece**

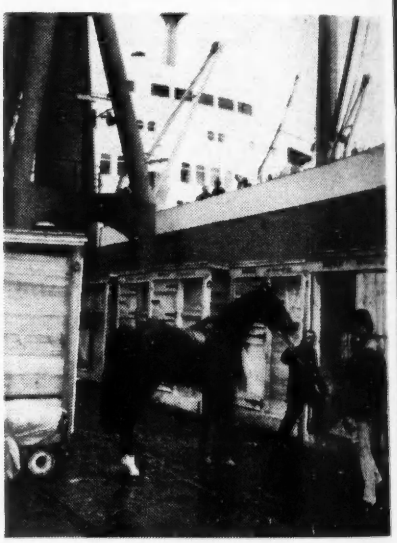
(53/67) Agency inquiry for chemical industry machinery and raw materials; control equipment; metal industry machinery and raw materials. E.S.B. 9229/67.

**Guyana**

(55/67) Agency inquiry for pipes; valves. E.S.B. 11995/67.

**Iraq**

(52/67) Agency inquiry for padlocks. E.S.B. 10167/67.



*One of 20 Newmarket racehorses bound for a Singapore racing stable being loaded aboard the 'Benarmin' at Royal Victoria Dock recently. The consignment is believed to be the first of its kind for about a year and special precautions have been taken to protect the horses against attack by African swamp fly—a regulation insisted upon by the Singapore authorities.*

(53/67) Inquiry for asphalt boiling plant; tile making machinery. E.S.B. 11601/67.

(55/67) Inquiry for chemicals. E.S.B. 12162/67.

**Israel**

(51/67) Inquiry for wire. E.S.B. 10765/67.

**Italy**

(55/67) Agency inquiry for silver plate. E.S.B. 11356/67.

(52/67) Inquiry for furniture. E.S.B. 11312/67.

(52/67) Inquiry for printing machinery. E.S.B. 11003/67.

**Jamaica**

(52/67) Inquiry for wire and wire making machinery. E.S.B. 11471/67.

**Jordan**

(51/67) Agency inquiry for civil engineering contracting; drilling and mining equipment; generating sets; miscellaneous machinery. E.S.B. 7731/67.

(52/67) Agency inquiry for pharmaceuticals; surgical supplies. E.S.B. 10188/67.
(54/67) Inquiry for caravan; refrigerated vehicle. E.S.B. 12138/67.

**Kenya**
(51/67) Inquiry for laboratory equipment. E.S.B. 11050/67.

**Malaysia**
(53/67) Inquiry for laboratory equipment. E.S.B. 11306/67.
(55/67) Inquiry for footwear; refrigerators; socks and stockings. E.S.B. 12292/67.

**Malta**
(53/67) Agency inquiry for scarves; ties. E.S.B. 8769/67.

**Mexico**
(52/67) Inquiry for spraying machine. E.S.B. 10380/67.

**Nicaragua**
(53/67) Inquiry for electrical transmission equipment and accessories; machine tools. E.S.B. 11477/67.

**Nigeria**
(52/67) Agency inquiry for sanitarywares and accessories. E.S.B. 10503/67.

**Norway**
(52/67) Agency inquiry for piece-goods. E.S.B. 10579/67.

**New Zealand**
(52/67) Agency inquiry for piece-goods. E.S.B. 11066/67.
(51/67) Inquiry for women's coatings. E.S.B. 10643/67.

**Pakistan**
(51/67) Inquiry for musical instrument making machinery. E.S.B. 10166/67.
(54/67) Inquiry for metal ingots. E.S.B. 11659/67.
(55/67) Inquiry for aluminium; graphite products; ferro-alloys; refractories. E.S.B. 11811/67.
(55/67) Inquiry for graphite powder; iron and steel products; tubes; wire. E.S.B. 11807/67.

**Philippines, Republic of**
(52/67) Inquiry for office machinery and supplies; paper. E.S.B. 11297/67.

**Poland**
(53/67) Inquiry for automatic cable-string winding unit. E.S.B. 11234/67.

**Rumania**
(53/67) Inquiry for tube assemblies. E.S.B. 11324/67.

**Saudi Arabia**
(53/67) Inquiry for chairs; crockery; measuring equipment. E.S.B. 11462/67.

**Spain**
(52/67) Agency inquiry for perfumes and toiletries; plaster; razor blades; toys. E.S.B. 47247/66.
(51/67) Inquiry for books. E.S.B. 10910/67.
(51/67) Manufacture under licence – rubber products. E.S.B. 10935/67.
(54/67) Inquiry for electric motors. E.S.B. 11919/67.

**Switzerland**
(54/67) Agency inquiry for blankets; cotton fabrics. E.S.B. 11891/67.
(55/67) Agency inquiry for footwear. E.S.B. 11865/67.
(52/67) Inquiry for stockings. E.S.B. 10499/67.

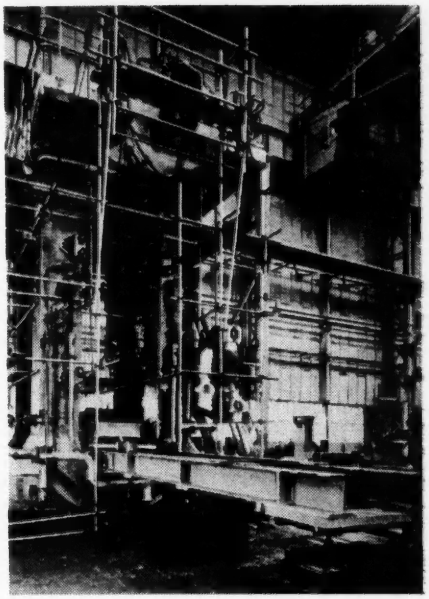
**Syrian Arab Republic**
(54/67) Inquiry for vehicle spare parts. E.S.B. 11982/67.

**United States of America**
(51/67) Inquiry for jellies and preserves. E.S.B. 10933/67.
(51/67) Inquiry for reproduction fireplace fenders. E.S.B. 10141/67.
(51/67) Inquiry for shipbuilding equipment. E.S.B. 10777/67.
(52/67) Inquiry for electrical appliances; giftware; household ware. E.S.B. 11378/67.
(52/67) Inquiry for gloves. E.S.B. 11248/67.
(53/67) Inquiry for safari equipment. E.S.B. 11663/67.
(54/67) Inquiry for wood working machinery. E.S.B. 10446/67.

**Uruguay**
(52/67) Agency inquiry for demolition and construction tools. E.S.B. 10563/67.

## OVERSEAS CABLES

***The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.***



*Work is nearing completion on the rolling mill plant which Davy and United Engineering Company Limited are building at Skopje in Yugoslavia. This photograph shows the temper mill, which forms part of the cold rolling plant, being assembled in Davy-United's Darnall Works at Sheffield. Davy and United Engineering Company Limited, in association with The Wellman Engineering Corporation Limited, are supplying plant and equipment to a total value of £28 million for the new steelworks at Skopje.*

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# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for mention on this page.**

### Transformers for the United States

The English Electric Company Ltd. has obtained a further export order from the United States for power transformers. Four 154,000-volt transformers, which have been ordered by the Tennessee Valley Authority for over $350,000, are to be delivered to Starkville, Mississippi in April 1968. The new order brings to over $6 million (about £2.2 million) the value of transformer orders from America at present being fufilled by English Electric, representing a total of 4,900 MVA. Each transformer is rated at 33.3/33.3/11.7 MVA single-phase 154/46/13.2 kV. They will be naturally cooled with two stages of forced cooling and fitted with off-circuit tap-changing equipment.

### Spare parts for Russian cars in Iceland

Quinton Hazell Ltd. has been awarded a contract to supply Welsh-made spare parts for Russian cars in Iceland. The company will be supplying kingpin sets and tie rod ends for Volga and Moskvich cars sold in Iceland. This order follows a recent contract to supply replacement parts for tractors to China.

### £20,000 cables order

Two orders for Zambia totalling £20,000 have been received by Aberdare Cables Ltd. of Glamorgan. The orders cover low-voltage paper insulated mains and control cable and PVC armoured cable.

### Gas carburizer for Holland

Wild Barfield Ltd. (a division of Parkinson Cowan Ltd.) have received an order from Holland for the supply of a gas carburizing installation to the well-known firm of CPM Simon Ltd., of Amsterdam. The furnace is a standard Wild Barfield GC 3636 modified to give an increase of chamber depth, usable dimensions being 36 in. diameter x 46 in. deep. A safety feature ensures that the carburizing atmosphere cannot be fed to the furnace unless a temperature of 700°C has been attained. Control of carbon potential of the atmosphere is by an infra-red control unit. The carburizing atmosphere is derived from propane which is endothermically treated in a 250 ft. $^3$/hr. generator from the Wild Barfield range. The resultant gas is topped up with propane. The installation is for the case hardening of stainless-steel rings of AISI 416 material mounted on special jigs.

### Equipment for Turkish technical schools

Crypton Equipment (MI Group) has received an order from the Turkish Ministry of Instruction for 17 sets of automobile engine test equipment for use in technical schools. Each set includes an oscilloscope engine tester, fast battery charger, distributor tester and a range of seven portable testing instruments. Total value of the order is more than £12,000.

### Coalport china for Nepal

On their way to the royal palace of Katmandu in the kingdom of Nepal are 1,685 pieces of Coalport 'Elite' white and acid-etched gold dinnerware stamped with the State coat of arms of the Nepalese Government for use at official banquets. The order worth £3,500 was placed with Chinacraft in Oxford Street.

### Paper counters for Brazil

De La Rue Instruments Ltd. have received an order from Brazil worth some US$50,000 to supply nine Sheetmaster counting machines to the Government's bank note printing establishment, the Casa Da Moeda. The machines will each count at the rate of 4,200 banknotes per minute, giving the Casa Da Moeda the capacity for counting over 2 million banknotes per hour. In addition to counting bundles of finished banknotes, the Sheetmasters will also be used to check quantities of banknote paper during the production process, as the counting action – a rotating vacuum disc – enables them to count sheets of paper of any size.

### Tea machinery for Ecuador

Marshalls Tea Machinery Company Ltd. has received an order worth £15,000 to supply the complete processing machinery for a new tea estate in Ecuador. The planting on the new tea estate, which borders the Amazonian rain forest, was completed some time ago and tea plucking is due to commence this year. The company owning the estate, Compania Ecuatoria del Te CA, is a joint venture by one of the Mitchell Cotts Group of Companies and The Uganda Company Ltd. The machinery will be shipped from Gainsborough in March to the port of Guayaquil, and the final 20 miles of the long journey inland will be on a new road recently carved out of the forest.

### Electronic loadcell equipment order

Davy and United Instruments Ltd., a member of the Davy-Ashmore Group, have received an order for the supply of electronic load measuring equipment for a new rolling mill now being built for South Africa. The equipment will be installed in the combination universal beam, rail and section mill which Davy and United Engineering Company Ltd., another member of the Davy-Ashmore Group, are building for the Highveld Steel and Vanadium Corporation Limited at Witbank in the Transvaal. Davy-United loadcells, fitted to each of the 18 mill screws, will measure the loads imposed during the rolling process. Indicating meters on the mill control desks will show the total load on each roll and also the difference in load between the two ends of each roll. A permanent record of total loads will also be provided in order that subsequent analyses of results may be made.

### Textile machinery for Rumania

Platt Bros. (Sales) Ltd. have announced an order from Rumania for textile machinery worth £622,000. The machinery is to be supplied to Industrialimport, the state enterprise for foreign trade in Rumania, on behalf of the Ministry of Light Industries. It will be installed at Filature de Fibre Chimise si Bumbac, Oltenita, a new development area on the Danube. The mill will consist of three sections – viscose, polyester/cotton blends and combed cotton plants. The equipment to be supplied is Platt's latest carding and preparatory machinery for the combed cotton plant, and the speedframes for the viscose and polyester/cotton blends sections.

### Caribbean contract for GEC

St. Kitts and Antigua are to have a new telephone link supplied by GEC (Telecommunication) Ltd. of Coventry. Initially, the 7,000 Mc/s SHF microwave radio system will provide 12 telephone circuits in place of the six possible with the present VHF link, and the equipment can be expanded, if necessary, to cater for 300 circuits. The contract, worth about £15,000, has been placed by the Cable and Wireless group of companies who operate a comprehensive communications network in the Caribbean area.

### £80,000 order for bottle washers

Barry-Wehmiller Machinery Co. Ltd have announced that the company is to deliver orders to Spain totalling £80,000 by the end of February. These consist of three orders for Barry-Wehmiller's Hydro-jet bottle-washers, two of which, valued at £49,000, will each handle 24,000 bottles per hour, and be installed at the Coca-Cola bottlers – Coexbega in Badajos and Surbega in Malaga. The machines will be used to clean their full range of bottles from 20 to 70 centilitres in size. The third hydro-jet washer, worth £31,000, has been sold to La Alhambra, Granada, which is part of the Damm Group, one of the leading brewery groups in Spain. The machines will handle 30,000 ½ and litre bottles per hour.

### £37,000 transformer order

An order worth £37,000 has been placed by the Trinidad and Tobago Electricity Commission with South Wales Switchgear Ltd. It covers 33 kV/12 kV 6 MVA transformers and a 6.6 kV ring main unit.

### Italian order for EDP equipment

General Precision Systems Ltd. have received a further order worth approximately £25,000 from Montecatini Edison of Italy for two sets of on-line EDP (electronic data processing) equipment for their subsidiary, ACSA (Applicazioni Chimiche Societa per Azioni) of Milan, a leading Italian manufacturer of synthetic fibres. GPS EDP equipment is already being used by ACSA to produce automatic punched-card records of product data for their computerized stock control and data analysis system.

### Urquharts receive two orders

Urquharts (1926) Ltd. have announced two recent export orders from Sweden and Hungary. The Swedish order, valued at over £10,000, was for five Urquharts' gas-fired air heaters rated at 12.6 million B.Th.U each. These will be used for drying painted car bodies on a construction line currently being set up in Sweden by Messrs. Domnarfvets Jernverk, car component manufacturers. The order from Hungary, which was placed by Chemokoplex, the Hungarian State Purchasing Organization for chemical engineering plant, is also to the value of approximately £10,000, and involves the supply of a number of Urquhart-Bloom baffle burners for installation on six aluminium melting furnaces.

*A Hy-mac excavator, fitted with 1 PH-400 pneumatic impact pile hammer, working on the Benghazi drainage and sewerage contract. Four of these crawler excavators were purchased by Osman Ahmed Osman & Co. for this work.*

# Export Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of January 20 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page 778 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).*

### Far East sales tour

MR. JOHN FIRTH, export sales manager of Newman Industries Ltd., the electric motor manufacturers, left at the end of February on a ten-week sales promotion tour of the Far East. His trip will cover Australia, New Zealand, the Philippines, Taiwan, Hong Kong, Indonesia, Thailand, Malaysia, Singapore, Ceylon and Pakistan. A large proportion of Newman's overseas sales of electric motors goes to these countries, including the company's special range of vertical motors used extensively for deep well pumping on irrigation projects in the Far East.

### Middle East tour

MR. R. E. L. WILLIAMS, export sales manager of the Instrument Division of Evershed & Vignoles Ltd., toured Middle East territories from February 26 to March 17. The objectives of the tour were to liaise with existing agents for 'Megger' and 'Ducter' electrical testing instruments and to appoint new agents in territories at present unrepresented.

### Dexion man in South America

MR. DAVID BROOM, newly appointed Dexion sales manager for the Caribbean, Central and South America, began a 2½-month tour on March 7. During his trip he will visit Barbados, Trinidad, Peru, Bolivia, Ecuador, Panama, Costa Rica, Nicaragua and Honduras. Objectives of the trip will cover the agreement of sales plans for the next year with distributors, giving advice on marketing and selling, training distributors' staff and opening up new markets wherever possible. In addition to these objectives, it is also hoped to investigate new products suitable for marketing throughout the world in the fields of storage and materials handling, display and exhibition and light internal structural systems.

### Two-month trip for SPP

MR. CYRIL WATTS, of Sigmund Pulsometer Pumps Ltd., has recently been on a 32,000-mile trip lasting two months. Among the countries visited were Ceylon, Malaysia, Australia and New Zealand, where Mr. Watts has been seeing SPP's agents and customers. His purpose was to discuss SPP's newest products, follow up tenders and forge goodwill.

### Referee at Trampoline Championship in Chicago

MR. TED BLAKE, managing director, Nissen Trampoline Co. Ltd., is travelling to Chicago to act as referee at the World Professional Trampoline Championships. Nissen equipment has been chosen for this event, and one of Nissen's representatives will be competing in both the trampoline and spaceball competitions. After Chicago Mr. Blake is going on to New York, Buffalo, Toronto, Montreal, Ottawa, Quebec, Lisbon and Paris in an attempt to improve on last year's percentage of 38 per cent export business of total turnover. Nissen equipment has also been chosen for the fourth consecutive time at the World Amateur Trampoline Championships at the Crystal Palace on June 17.

## EXPORT ORDERS, *continued*

### Tarmac to build bitumen plant in Lebanon

The Mechanical Division of Tarmac Civil Engineering Ltd. has won an order worth over £200,000 for the design and procurement of a new bitumen plant in the Lebanon. The order has been placed by the Iraq Petroleum Company Ltd., and the plant, which will produce bitumen at the rate of 100 tons per day, is expected to be on-stream at the end of the year.

### Burma trailer order

Myama Export/Import Corporation, the Burma state purchasing organization, has awarded Taskers of Andover Ltd. an order worth over £82,000 for 75 10-ton timber trailers and couplings for GMC trucks to be used by the Burma State Timber Board.

### Paper making machinery for Poland

The Walmesley (Bury) Group Ltd. announces the signing of a fourth contract with Metalexport, Poland, within the framework of a supply and manufacturing agreement concluded in 1964. The latest order, valued at over £750,000, covers equipment for a kraft and test linerboard machine to be installed at Swiecie, Poland. The machine will have a wire width of 190 inches with an operating speed up to 1,100 feet per minute, providing a productive capacity of up to 300 tons per day. Delivery is scheduled to be completed during the first part of 1969, and start-up is envisaged by the end of that year.

### £300,000 Canadian transformer contracts

Contracts worth over £300,000 have been placed by Pioneer Electric of Canada with Bruce Peebles Ltd. for two large transformers (one of 600 MVA and one of 360 MVA) for delivery in early 1968 to the Hydro-Electric Power Commission of Ontario. One of the units – a three-phase 360/480/600 MVA ON/OB/OFB-cooled 230/345 kV autotransformer – is for Ontario Hydro's Lambton Generating Station, near Sarnia, Ontario, and will interconnect the Commission's 230 kV system with the 345 kV system of The Detroit Edison Company in the United States. The second – also a three-phase auto-transformer – is a 180/240/360 MVA ON/OB/OFB-cooled 500/230 kV unit for Ontario Hydro's Kleinburg transformer station near Toronto. Both the newly ordered units will be fitted with fully insulated on-load tap changing equipment at their 230 kV terminals.

### Data logging system for Paris

The Solartron Electronic Group Ltd. has been awarded a major data logging contract in France from CURDEF (Confort Urbain de la Defense) of Paris. Worth £20.000, it is for a special logging system incorporated in a large power station supplying a district heating system. The station will supply the air-conditioning and heating for flats and buildings in the giant building project now underway in Paris.

### Royal Australian Mint is British equipped

In its first two years of operation, the new Royal Australian Mint at Canberra has produced 400 million pieces of the new decimal coinage. The high-precision breakdown and finishing mills were manufactured by W. H. A. Robertson and Co. Ltd. (now Loewy Robertson Engineering Co. Ltd.) and the complete electrical equipment for them was supplied by The English Electric Company's Electrical Products Group. The mills are capable of rolling sufficient metal strip for the production of 1.200.000 coins per day. When required the mint's annual output can reach 300 million coins, involving the melting and treatment of 2,500 tons of metal ingots.

### Special grabs for Norway

Priestman has secured an order from Norsk Hydro-Elektrisk Kavaelstofaktieselskab of Oslo for four special grabs for handling fine chemical salts and powders. These four-ton grabs will operate from four-rope cranes and are expected to pick up some five-and-a-half tons at each bite. A problem in the handling of such fine, free-flowing materials is the considerable waste that can occur through leakage between the grab jaws so that even precision-machined jaws are effective for only a short time. Priestman's Materials Handling Division has developed a special seal design which is not affected by normal wear and tear and which retains its efficiency over long periods. The value of the order is over £6,000.

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*For* prompt information apply to the Romanian Trade Representation

26 Cadogan Square, London, S.W.1.

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN ECONOMIC COMMUNITY

### *Rules of Competition*

THE *Journal Officiel des Communautés Européennes* No. 42, dated March 7, 1967, contains an announcement relating to an application for clearance of a technical co-operation and joint research agreement between the limited company Ateliers de Constructions Electriques de Charleroi (ACEC) [Charleroi Electrical Construction Workshops], of Brussels, and the Société des Automobiles M. Berliet [M. Berliet Automobile Co.], of Lyon. Interested third parties are invited to submit their observations within one month from March 7.

Particulars of this announcement may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2354/2355).

## FRANCE

### *Global quotas for onions*

THE FRENCH *Journal Officiel* of March 8 announced that onions (Tariff No. 07-01 H ex 1) other than for sowing may be imported from all countries. Imports presented between March 15 and May 15, 1967 (date of customs clearance) will benefit from liberalization.

The onions must conform to quality standards I and II, as laid down in the common agricultural policy published in the *Journal Officiel* of July 27, 1962. Importers must conform to Ruling 80/63 of the European Economic Community Commission of July 31, 1963, concerning the quality control of fruit and vegetables.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

### *Imports of fish from Britain under negotiated quotas*

THE *Board of Trade Journal* of February 24, 1967, published particulars of the following quotas for 1967. 'Fish, fresh or frozen' (£80,000) and 'Fillets of smoked cod' (£100,000). The French *Journal Officiel* of March 15 announced the opening of these quotas for parts of the year for the import of British goods.

| Quota No. | Tariff No. | Products |
|---|---|---|
| 1 | Ex 03-01 | Fish, fresh, chilled or frozen. The quota now opened is for half the annual quota for 1967. Import licence applications must be accompanied by a pro-forma invoice in duplicate, dated, issued by the British exporter, bearing his stamp and signature and specifying in full the types and qualities of the fish. |
| 2 | 03-02 B II a ex 2 | Fillets of smoked cod. The quota now opened is for a quarter of the annual quota for 1967. |

Import licence applications on Form AC and accompanied by pro-forma invoices must reach the Direction Generale des Douanes et Droits Indirects Service des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, before 11.30 a.m. on April 2, 1967. Applications will be examined simultaneously.

Applications for licences may include all types of fish in the above table; however, for species of fish subject to the minimum prices regime and which were the subject of a notice in the *Journal Officiel* of January 29, 1967, to importers of certain saltwater fish originating in and imported from foreign countries other than member countries of the European Economic Community, imports will not be allowed except at the permitted price levels and by the methods laid down in the said notice.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

### *Experimental new method for customs clearance imports by parcel post*

THE FRENCH Customs authorities have introduced an experimental method of clearing postal packages. With prior approval of the Customs Authorities at certain principal offices, the parcels may be delivered to those districts without being subject at the time to full customs procedure. Full customs clearance and payment of duties and taxes would then be made monthly. The production of an invoice is required for any commercial parcel of a value exceeding 250 francs.

To operate under this scheme British exporters would need a local representative who could give an undertaking, acceptable to the local Customs Authorities, that he would be responsible for the monthly customs clearance.

This method would be of particular value to firms having an agent in France ready to represent them thus, or to firms making regular exports to clients very frequently. In other cases the existing GPO 'Franc de droits' system enabling the delivery of parcels free of customs and other charges (except railway charges) may be more appropriate. Further details of this system may be obtained from any main post office.

The full French text of this notice may be seen at Export Services Branch, Board of Trade, Room E13, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

## ISRAEL

### *Import regulations*

THE *Israel Gazette* has reported details of new import regulations which came into effect as from January 12, 1967.

Among the items affected are dyeing materials, alcoholic drinks, knives, insecticides, hides, skins and furs, wool and animal hair, dairy products, military equipment and gambling machinery. There have also been several amendments to the fully liberalized import list in connection with iron and steel hoops and strips and salts of metallic acids.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

ISRAEL, *continued*

## *Visa abolition agreement*

AN AGREEMENT for the reciprocal abolition of visas between the United Kingdom and Israel has been reached. The agreement comes into force on March 15 and means that Israeli nationals holding valid Israel passports may travel to the United Kingdom of Great Britain and Northern Ireland, the Channel Isles and the Isle of Man without the necessity of obtaining a visa. Similarly, British subjects holding valid British passports will not need visas to enter Israel on visits not exceeding three months.

# ITALY

## *Duty—reduced quota*

AN ITALIAN MINISTERIAL DECREE dated February 8, 1967 fixes at 7,500 tons the annual quota of ferro-silico-chrome containing not more than 0.1 per cent of carbon (Tariff Heading 73.02 E II a 1) which may be imported at a reduced rate. The duty rate for non-EEC countries is 5.8 per cent *ad valorem*.

## *Automatic licensing for cork*

THE ITALIAN MINISTRY of Foreign Trade in a Ministerial Decree of December 9, 1966 announced that the experimental system of automatic licensing for imports of unworked cork, cork waste and cork for pulverizing, applied to non-EEC countries, will be continued throughout 1967.

A previous notice on this subject appeared in the *Board of Trade Journal* for October 22, 1965, page 993.

# UNITED STATES

## *Marking of unfinished welding fittings and flanges*

THE UNITED STATES Bureau of Customs has issued instructions to customs officials about the marking of angles and channels which are cut into smaller pieces after importation, before being sold to the ultimate purchaser.

In these instructions, the Bureau has ruled that unfinished welding fittings and flanges may not be marked on the ends with the name of the country of origin. The marking on such articles must be placed where there is no possibility of it being obliterated by minor machining on the ends or edges. This ruling will be applied to articles imported on and after April 15, 1967.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

# JAMAICA

## *Import licensing arrangements*

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the addition of the following new sub item to item 64 (Machinery and Equipment):

'(xiii) Earth-moving – of all types.'

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

# ST. CHRISTOPHER, NEVIS AND ANGUILLA

## *Exemption from import duty*

THE FOLLOWING item has been added to the Second Schedule (Exemptions from Import Duty) to the St. Christopher, Nevis and Anguilla Customs Tariff:

'27 C. Paper bags and twine imported into the Colony for packing salt for exportation.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

# URUGUAY

## *Suspension of imports*

UNDER THE terms of a Uruguayan Government Decree the present suspension of imports of non-essential and luxury products, and those competitive with local industry, has been extended to September 15, 1967.

# ARGENTINA

## *Reductions in duties*

FOLLOWING the reporting of the devaluation of the Argentine peso, it has now been reported that all exchange controls have been removed from financial remittances, but the regulations applying to imports and exports still remain, although new ones are expected shortly. Import tariffs have been drastically reduced on a very wide range of goods and machinery, e.g. electric generators, 220 to 90 per cent; tractors 300 to 90 per cent; chinaware 200 to 130 per cent and the maximum duty seems to be down to 140 per cent from the former 335 per cent. The prohibited list has been abolished, with a few minor exceptions in the transport field, e.g. motor cars, and such items as Scotch whisky and textiles can be imported into Argentina at a duty of 140 per cent. Duties on raw materials have also been reduced, e.g. steel billets from 80 to 70 per cent.

# CHILE

## *Temporary import concessions*

HM EMBASSY in Santiago has reported that by Decree No. 196, of the Chilean Ministry of Finance, which was promulgated in the *Official Gazette* on February 14, the *ad valorem* tax on solid caustic soda (hydroxide of sodium) was reduced to 5 per cent provided that the product is of at least 99 per cent concentration (Rayon grande type) and is to be used exclusively for making viscose (Customs Item No. 28.17.01.01).

Also by this same Decree, the customs duties on bleached wood pulp, to be used exclusively for making dry alpha cellulose paste of over 90 per cent for viscose, were cancelled and the *ad valorem* tax was reduced to 5 per cent (Customs Item No. 47.01.01.00).

By Decree No. 180, of the Ministry of Finance, which was promulgated in the *Official Gazette* on February 15, the *ad valorem* tax on hexyl, desyl and tridesyl alcohols (Item No. 29.04.01.99) was reduced to 20 per cent until December 31, 1967.

In the Ministry of Finance's Decree No. 179, which was promulgated in the *Official Gazette* on February 15, *ad valorem* tax on lubricating oil, in bulk (Item No. 27.10.06.99) was reduced to 70 per cent.

Another decree of the Ministry of Finance is Decree No. 159, which was promulgated in the *Official Gazette* on February 17, the *ad valorem* tax on chassis with drivers' cabins for lorries with up to 158 in. distance between axles, and hydraulic tipping mechanisms, but no hopper, weighing more than 25,000 pounds; and chassis with drivers' cabins for lorries for use where there are no roads, with 4-wheel drive, without hoppers, weighing more than 25,000 pounds gross (Customs Item No. 87.02.04.99) was reduced to 95 per cent.

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**INDEX INQUIRIES**

*Inquiries about the detailed contents of the* JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

## AUSTRALIA

### *Tariff changes*

CHANGES have been made in the Australian Customs Tariff affecting the rates of duty payable on (a) air cooled engines not exceeding 10 bhp, (b) electrical capacitors, (c) cycle saddles and parts, and (d) plastic corrugated plates, sheets and strip.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468) as soon as these are received.

### *Special Advisory Authority inquiry*

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods (or that the existing temporary duties be extended where appropriate):

| | Tariff items |
|---|---|
| Discontinuous man-made fibres of polyamides<br>Continuous filament tow of polyamides<br>Raw yarns wholly or not less than 50 per cent by weight of the man-made fibres, of continuous polyamide fibres<br>Continuous filament yarns (other than raw yarns) wholly or of which not less than 50 per cent by weight of the man-made fibres are polyamide fibres or polyester fibres, or a mixture of polyamide and polyester fibres | 51.01.991<br>51.01.992<br>51.03.991<br>56.01.9<br>56.02 |
| Tyre cord and tyre cord fabrics of man-made fibres | 51.04.21<br>51.04.29 |

Details of the tariff items under which the above-mentioned goods are dutiable are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468).

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2319 or 2318), quoting reference No. CRE 204/66.

### *Special Advisory Authority inquiry result*

AN INQUIRY on the matter of temporary protection for **Domestic Tableware** has now been held and as a result of the Australian Special Advisory Authority's recommendations, temporary additional duties have been imposed on goods classifiable under tariff items 69.11.900 and 69.12.900 as follows:

| | |
|---|---|
| (1) Dinner sets and services<br>Utility sets and services<br>Flat and deep plates | 15 cents per lb. less 100% f.o.b. value |
| (2) Tea or coffee sets and services<br>Cups and saucers | 30 cents per lb. less 100% f.o.b. value |

Hotelware classified under the above tariff items is also covered by the recommendations.

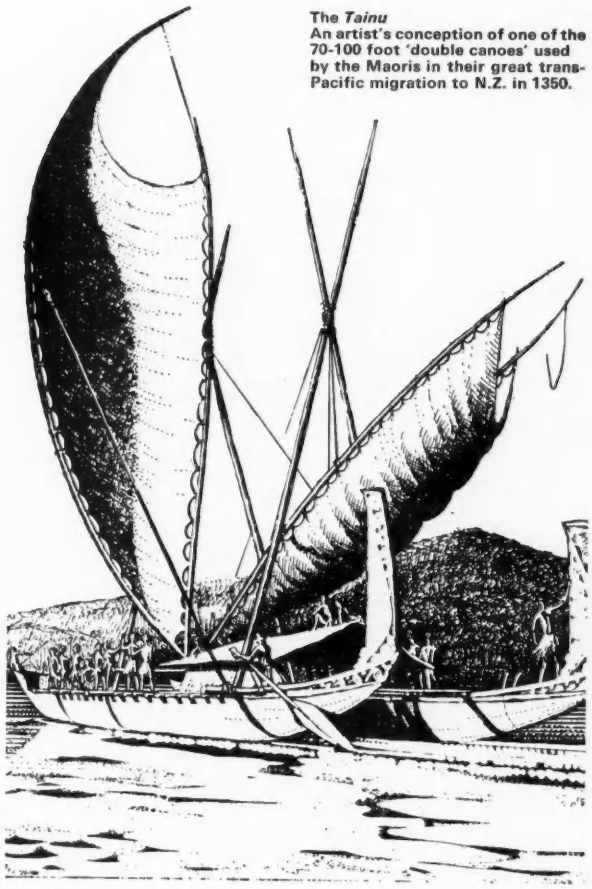
These new duties do not apply to goods in transit on January 25. Further details will be published as soon as possible.

## MALAYSIA

### *Import restrictions (States of Malaya and Penang Island)*

NOTICE TO IMPORTERS (States of Malaya and Penang Island) No. 2 of 1967 states that with effect from March 9, 1967, the importation


*New Zealand wasn't too far away for its first traders*



**The *Tainu***
**An artist's conception of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350.**

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MALAYSIA, *continued*

of goods listed below into the Principal Customs Area of the States of Malaya and into Penang Island from all countries is subject to quantitative restrictions in respect of goods under Group A and specific licensing in respect of goods under Group B.

The Customs (Prohibition of Imports) (States of Malaya) (Amendment) No. 4 Order 1967 prohibits the importation or transportation of these goods except under or by virtue of a specific licence, and in the case of goods under Group A, the licences will be restricted to import quotas which will be issued by the Ministry of Commerce and Industry.

Applications for import quotas must be supported by documentary evidence of imports for 1966 and accompanied by detailed statements relating to such imports. These statements were asked for within three weeks of the date on which the Notice to Importers became effective.

Import quotas will be issued quarterly. The first quota period will commence on March 9, 1967, and end on June 8, 1967.

*GROUP A*

| Tariff Code No. | Description |
|---|---|
| 611 200 | Composition leather with a basis of leather or leather fibre in slabs, in sheets, or in rolls |
| 611 301 | Leather of calf skins, undressed |
| 611 302 | Leather of calf skins, dressed |
| 611 401 | Leather of other bovine cattle, including buffaloes and of horses, undressed |
| 611 402 | Leather of other bovine cattle including buffaloes and of horses, dressed, except leather falling within items 611 930, 611 940 or 611 950 |
| 657 500 | Carpets, carpeting, and rugs, knotted, made up or not |
| | Other carpets, carpeting, rugs, mats, and matting, and Kelem, Schumachs and Karamanie rugs and the like, made up or not, except felt carpets and articles included in item 657 800: |
| 657 601 | of wool or fine hair |
| 657 602 | of cotton |
| 657 603 | of jute |
| 657 609 | of other textile materials |
| 812 425-2 | Lamps and indoor lighting fittings, of base metals other than copper, electric, not elsewhere specified or included |

*GROUP B*

| | |
|---|---|
| 081 904 | Rolled oats for use as animal feed |
| 611 911 | Leather of sheep and lamb skins, undressed |
| 611 912 | Leather of sheep and lamb skins, dressed, except leather falling within items 611 930, 611 940 and 611 950 |
| 611 921 | Leather of goat and kidskins, undressed |
| 611 922 | Leather of goat and kidskins, dressed, except leather falling within items 611 930, 611 940 or 611 950 |
| 611 930 | Chamois – dressed leather |
| 611 940 | Parchment – dressed leather |
| 611 950 | Patent leather and metallized leather |
| 611 991 | Snake and crocodile skins tanned, whether dressed or not |
| 611 992 | Other reptile skins, dressed |
| 611 998 | Other leather, undressed |
| 611 999 | Other leather, dressed |

These items were included in the list of commodities to be considered by the Malaysian Tariff Advisory Board which was published in the *Board of Trade Journal* dated March 17, 1967, page 744.

## SINGAPORE

### *Removal of quantitative restrictions*

NOTICE TO SINGAPORE IMPORTERS No. 15 of 1967 includes the following announcements:

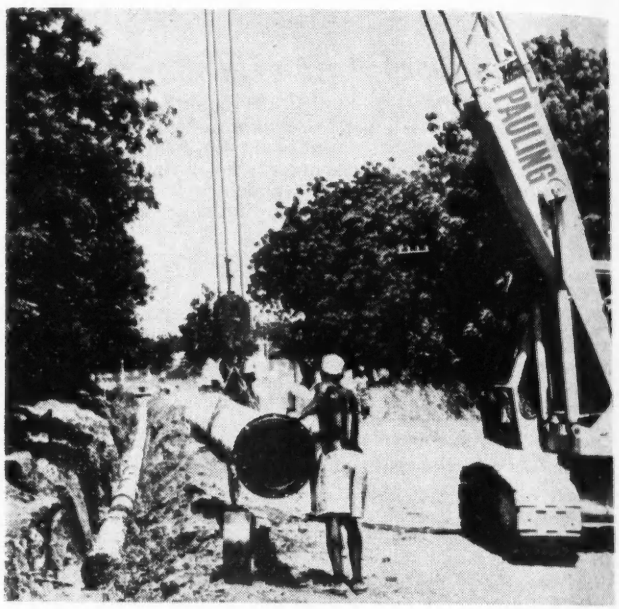
**(i) Alum (T.C. 514 402)**

The importation of alum is no longer subject to quota but specific import licensing only.

**(ii) Cocoa Powder (T.C. 072 200)**

The quota restriction on cocoa powder will be lifted with effect from March 11, 1967. However, industrial cocoa powder (bulk packing) will still be subject to specific import licensing. Cocoa powder in retail packs will no longer be subject to specific import licensing as from the aforesaid date.

The notice which announced import licensing and quantitative restriction for alum appeared in the *Board of Trade Journal* dated March 19, 1965, pages 654/5 and that for cocoa powder appeared in the *Board of Trade Journal* dated March 26, 1965, page 709.




*Helical weld steel pipes manufactured by The British Steel Piling Co. Ltd. being laid to form part of a Northern Nigeria Water Supply Scheme.*

### OPPORTUNITIES FOR EXPORTERS

*Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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## REPUBLIC OF SOUTH AFRICA

### *Customs tariff changes*

GOVERNMENT NOTICES R305 and R338, published in the Republic of South Africa *Government Gazette* of March 10, amend the Republic's customs tariff as follows:

| Tariff Heading | Statistical Unit | Rate of Duty | | |
|---|---|---|---|---|
| | | General | M.F.N. | Preferential |
| R.305 | | | | |
| 27.13.20 Micro-crystalline wax | lb. | 15% | | |
| By the substitution in sub-heading 27.13.20 for the rate of duty in Col. III of the following: | | Free | | |
| 38.13 By the substitution for sub-heading 38.13.10 of the following: | | | | |
| 38.13.05 Soldering, brazing or welding powders and pastes consisting of nickel and other materials | lb. | Free | | |
| 38.13.10 Other, packed for retail sale | lb. | 20% | | |
| R.338 | | | | |
| 60.01 By the substitution for sub-heading 60.01.50.10 of the following: | | | | |
| 60.01.50.10 Printed or flocked | sq. yd. | 10% | | |
| 60.06 By the substitution for sub-heading 60.06.10 of the following: | | | | |
| 60.06.10 Elastic fabric: | | | | |
| .10 Containing more than 50% of synthetic fibre | sq. yd. | 10% | | |
| .90 Other | sq. yd. | 25% | | |

*Note:* The provision in heading 60.01 for knitted and crocheted fabrics of synthetic fibres, containing rubber thread or elastic, has been transferred to heading 60.06, where it belongs.

GOVERNMENT NOTICE R274, published in the Republic of South Africa *Government Gazette* of March 3, amends the Republic's customs tariff as follows:

| Tariff Heading | Statistical Unit | Rate of Duty | | |
|---|---|---|---|---|
| | | General | M.F.N. | Preferential |
| 84.18 By the substitution for sub-headings 84.18.20, 84.18.25 and 84.18.30 of the following: | | | | |
| 84.18.20 Laundry centrifuge driers with a dry weight loading capacity not exceeding 15 lb. | No. | 20% | | |
| 84.18.25 Centrifuge washing machines with a dry weight loading capacity not exceeding 15 lb. | No. | 25% | | |
| 84.18.30 Laundry centrifuges (excluding types with a dry weight loading capacity not exceeding 15 lb.) | No. | 5% | 3% | Free (UK) |
| 84.40 By the substitution for sub-headings 84.40.10 and 84.40.20 of the following: | | | | |
| 84.40.10 Laundry washing machines with a dry weight loading capacity not exceeding 15 lb. | No. | 25% | | |
| 84.40.20 Laundry machinery (excluding laundry washing machines with a dry weight loading capacity not exceeding 15 lb.) | No. | 5% | 3% | Free (UK) |

## PORTUGUESE EAST AFRICA (MOZAMBIQUE)

### *Liquidation of Indian assets*

HM CONSULATE-GENERAL in Lourenco Marques have reported the announcement of the liquidation of the following Indian businesses:

**District of Lourenco Marques**
Banu Mate
Abdula Zize Nemane
Abdul Sacoor Ibrahimo
Amade Aboobakar
Juma Mussagy Tembe
Juma Hagy Abdula
Manharlal Lallubhai
Mahmad Ahmad Dadalidhai
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Sociedade Predial Porbandar Ltd.
Ahmdhai Ismail Mula
Amod Hajee Abib
Caramchand Bagnandas
Carim Suleman
Darsan Amargar
Gulambay Fakirbhai
Hanifa Canu Cassamo
Hussenbai Issufo
Ibato Karimo
Irachand Ramchand
Jayshih Daya
Jan Jan Jamnadas
Noormahomed Rawjee and Co. *or* Noormamad Rawgee and Co.

Claims against the assets of these businesses must be submitted by April 1, 1967.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2340), quoting reference CRE 9944/63.

## ZAMBIA

### *Suspension of duty*

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) Regulations, 1967, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from February 15 by the insertion of the following item:

| Item | Goods | Effective Rate of Duty |
|---|---|---|
| Ex 200 (a) | Diesel oil when imported by a person approved by the Minister and under such conditions as may be determined by the Minister | Free |

### *Form of invoice*

THE ZAMBIAN Customs and Excise (General) (Amendment) (No. 4) Regulations, 1967, published as Statutory Instrument No. 97, revoke the previous form of invoice (the old type of invoice form will, of course, be accepted until June 30, 1967) and provide a revised specimen form of invoice to be used for exports to Zambia.

For details of the revised form, application should be made to the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 469).

### A LIBRARY FOR EXPORTERS

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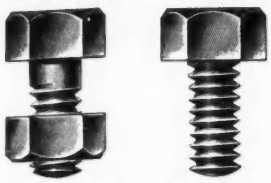

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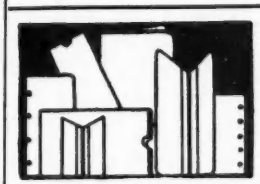

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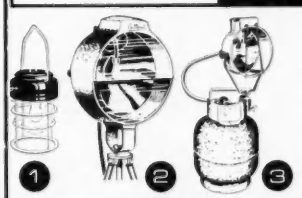

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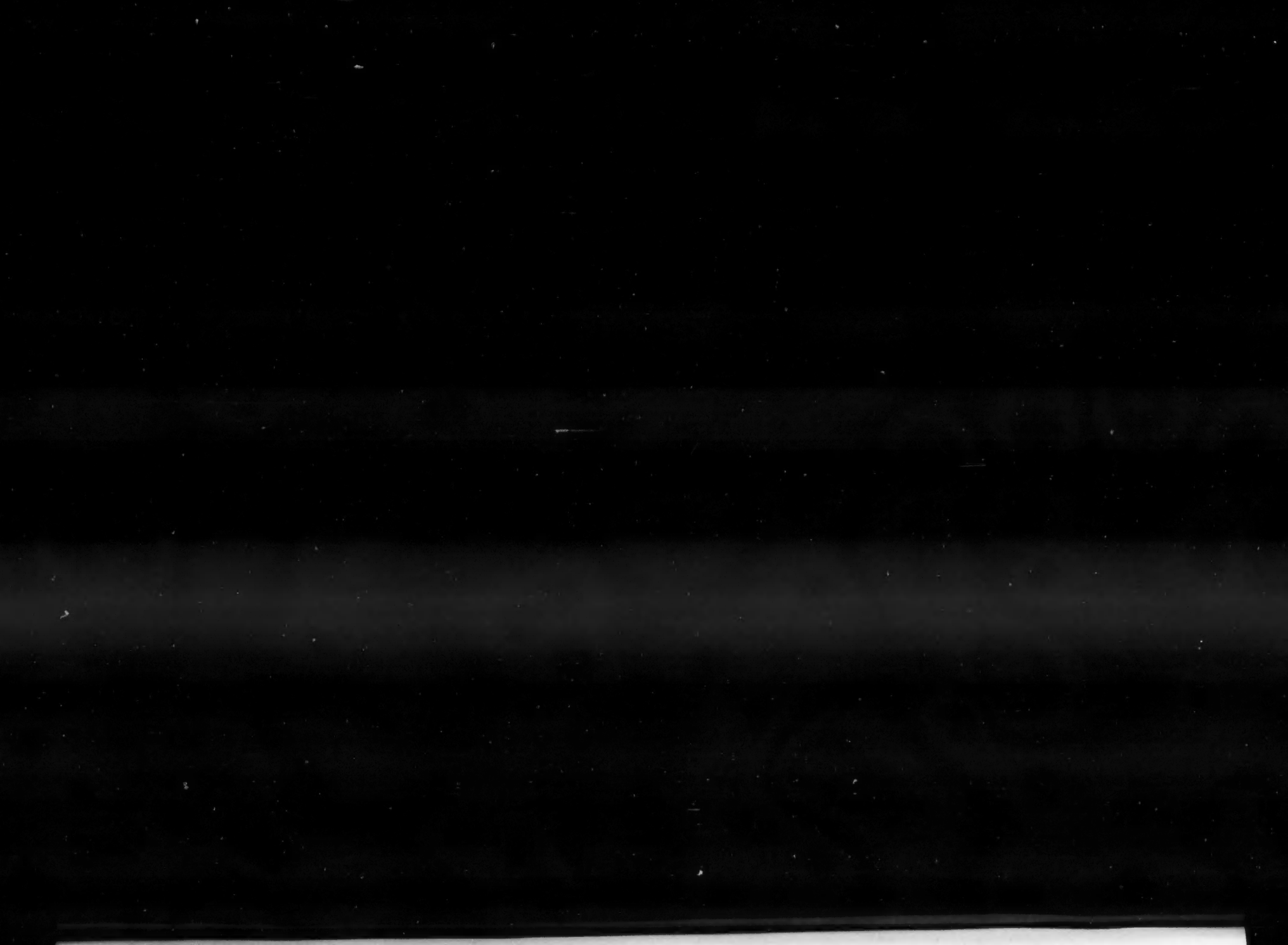
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